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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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NEW YORK, JUNE 18, 1921

No. 25

Unanimous!

Heywood Broun in the New York Tribune. "Booth Tarkington's new novel 'Alice Adams' puts him a little ahead of anything else which he has done in this field. Certainly no other novel of Tarkington's is marked with the same care or steadfastness or purpose."

The Chicago News. "... in incidents like these Tarkington shows his gift for observation, his ability to catch the human note in surface impressions. His humor is like well-turned wit—quiet, unobtrusive and never labeled."

The New York Herald. "This book finds Booth Tarkington going strong. In 'Alice Adams' what he has to say is both interesting and important. To us it seems the best thing he has done. A fine, brave book that should add considerably to an already solid reputation."

The New York Times. "'Alice Adams' is of course very well written, and, equally of course, the atmosphere of the young city is very well reproduced. Where Mr. Tarkington has scored a comparatively fresh triumph is in the portraits of Alice and her mother. His description of Alice at the Palmer's dance shows an exceptional amount of sympathy and understanding, while his subtle suggestion between the relation of Alice and Mildred Palmer are particularly notable."

Henry Seidel Canby in the New York Post. "'Alice Adams' is the lost youth of that wonderful mother in 'The Way of All Flesh'—Samuel Butler's masterpiece of characterization. She is such a study as Jane Austen would have made, except that Tarkington is less satiric than the ruthless Jane. Tarkington has made seventeen more than a numeral. This book is his mocking yet admiring tribute to feminine twenty-two."

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Again in May

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Have you asked for your display material for

GALUSHA THE MAGNIFICENT — By Joseph C. Lincoln

AUTUMN FICTION OF
Little, Brown & Company



We are pleased to announce, for Fall publication, what we believe to be the strongest group of novels ever assembled by us for publication in any one season.

Owen Johnson's *THE WASTED GENERATION*, one of the best, sincerest American works of recent years, heads the list. It will surely be one of the big books of the season. A. S. M. Hutchinson's *IF WINTER COMES* is as good as *THE HAPPY WARRIOR*. Jeffery Farnol has written another romance of the high seas, *MARTIN CONISBY'S VENGEANCE*. There is *THE DAY OF FAITH*, by Arthur Somers Roche, and William Dudley Pelley's *THE FOG*, a long story of small-town life in New England. *THE SNOWSHOE TRAIL*, by Edison Marshall, is a splendid yarn of adventure in the forest wilds of British Columbia. *TROUBLE-THE-HOUSE*, by Kate Jordan, deals with the growing-up of a girl Penrod. Dana Burnet, in *THE LARK*, shows himself to be a young writer of rare promise. Finally, there's a B. M. Bower story, of course. It is called *CASEY RYAN*, and is full of the Bower brand of humor.

We cannot help enthusing over this list. All it lacks is an Oppenheim novel, and that is because we are sure *THE PROFITEERS* will keep on selling right through until Christmas.

LITTLE, BROWN & COMPANY

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Service

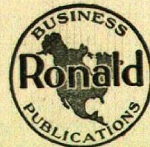
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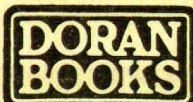
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Important New



Summer Fiction

Frank Swinnerton**COQUETTE**

A swift moving story of the passionate heart of a girl, written with the consummate art which made *NOCTURNE* a literary event. Frank Swinnerton has the power of compressing within brief space and brief time a flood tide of human emotions and vivid experiences. Ready late in June. \$1.00

John Buchan**THE PATH OF THE KING**

A challenging theme, that the spark of genius which makes a true king cannot die; that it will flare up through the ages in the line of direct descent. By the author of *GREEN-MANTLE*. Ready middle of June. \$1.90

Stephen McKenna**THE EDUCATION OF ERIC LANE**

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Frank L. Packard**PAWNED**

The author of *THE MIRACLE MAN* has written another mystery-romance, woven of the lure of the South Seas, the dangers and adventures of New York's East Side. It is one of the best books he has written. Now ready. \$1.90

Robert W. Chambers**THE LITTLE RED FOOT**

Stands with *CARDIGAN* as an adventurous romance of pioneer days, as a tale of love and danger in the trackless wilderness of a new world and a new life. Now ready. \$1.90

John Cournos**THE WALL**

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F. E. Mills Young**FORESHADOWED**

A new study of the problem of marriage, of the interactions of men and women whom fate may bind together, of their blindness and wisdom, by the author of *IMPRUDENCE*, *THE ALMONDS OF LIFE*, etc. Ready late in June. \$1.90

Romer Wilson **THE DEATH OF SOCIETY: A Novel of Tomorrow**

A unique novel, a study of a remote family living high on a mountain top. There enters into their unique circle a stranger. The resulting complications make a story of fascination and charm. Ready middle of June. \$2.00

Harold Waldo**STASH OF THE MARSH COUNTRY**

An astonishing good first novel, set in the Great Lakes district, a poignant and dramatic study of the new life springing up there. Rupert Hughes writes of it: "It has the vividness of flashes of lightning. Any author might be proud of any page." Now ready. \$2.00

Margaret Pedler**THE LAMP OF FATE**

A romance of a young dancer by the author of *THE HOUSE OF DREAMS-COME-TRUE*, *THE SPLENDID FOLLY*, etc. "Her novels are the essence of pure romance."—*New York Herald*. Now ready. \$1.90

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 18, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Profits on Every Sale

IN every retail business there is a fairly well estimated figure which represents the cost of doing business. In every business there is frequent discussion as to what part of the total business can be done at less than that figure without seriously handicapping the general condition of the store and preventing its further progress.

It is quite obvious in the book-trade that if the general cost of doing business is to be 28% to 30%, only a small part of the business can be done at less than this or else the margin left at the end of the year will be entirely inadequate. Temptations to handle unprofitable material come from two directions: the very natural impulse to serve the community's book needs completely and the hope that there will be other profitable sales from having more people come to the store.

Magazines are handled on a margin of about 20%, but they are a quick turn-over with practically no investment and bring many people periodically to the store. The handling of textbooks has now practically passed from the bookstores as far as it is related to the common schools, but when many states put the margin for the retailer at 10%, this business became of dubious value and of very doubtful publicity value to the store. At a larger margin the school-book business can be handled competently and quickly at specific seasons so as to be worth while.

Almost every bookstore handles a considerable number of occasional orders for textbooks, the average discount on which is 20%. The handling of these orders is quite certainly a service to the community, and no dealer would refuse to undertake it, but the detail of handling special orders, which is costly, makes it quite clear that this work is a losing business and is to be done only with the idea of making the store a place of complete service. Book-

stores are sometimes asked why they do not carry the text editions of certain children's books, but when it is realized that the bookseller will lose 10c. on every \$1 worth sold, the reason for this is quite clear. The textbook editions were made and planned to be sold in bulk thru other channels.

Still another type of selling is brought up in a letter to the PUBLISHERS' WEEKLY of June 11th. A large firm of lumber dealers offer to supply their book on house building thru the trade at a discount of 25%. The bookseller who undertakes to handle this book will be handling it at a loss, and is thereby unfair to the general trade publisher who is supplying them at a working margin. The publishing of that letter has brought comment from other dealers, showing how frequently the bookseller is expected to handle books at a loss from the supposition that it is his duty as a public-spirited citizen. All retailers can afford to go a long way in fulfilling their part as citizens, and all retailers do, but if books are to be distributed by giving the public a point of contact with them at well appointed bookstores, it is certain that a margin must be provided for the expense of maintaining such bookstores. If certain books are sold more easily direct to customers, a similar margin is needed to cover advertising and in the long run the public must pay about the same price, unless the volume is wholly considered as part of an advertising plan, as with the book on building.

People often carelessly speak of a retailer's profit as the difference between the wholesale price and what he sells it for. A book that cost the retailer 80c. and is sold for \$1 is not sold at a profit. It is sold at about 10c. loss. There is no margin of profit until the cost of running the store is covered, and the country will get better books and cheaper books when the distributing system is in healthy condition, which means that the book business pays adequately for the attention given to it just as other retail businesses do.

The Postal Ban

FOLLOWING closely upon the announcement that Postmaster General Hays had decided to return the second-class postal privileges to the *New York Call*, the *Milwaukee Leader* and to the *Liberator*, comes a decision from the Court of Appeals of the District of Columbia, which, without referring

to the Postmaster General's decision, turns the matter in an entirely opposite direction and makes an even more unfortunate condition by deciding that these magazines should be denied mailing privileges, not because of disloyal articles in obstructing the draft, which was the ground of the first decision, but because the matter that they were printing ought to be classed as *indecent*, defining indecent as "anything that tends to incite arson, murder or assassination." Judge Lamar states that this is not an attack on the integrity or the freedom of the press but rather brings up the question of the prostitution of that freedom.

One peculiar result of such a decision is that these papers can apparently be mailed at the higher rate but are held from the mail at the lower rate. If the matter carried does incite arson and assassination, etc., why should it have any rights to the mails whatsoever?

The selections quoted from the *Call* to justify this decision would show that the book-trade could be attacked on many sides if its production were scanned under the same method and we would thus have censorship on political discussion, which is of far more serious importance to the country than the censorship of novels by the New York courts. One of the quotations from the *Call* reads: "Labor Day will never be fitly celebrated until the workers have taken possession of the world. They can do this whenever they choose. We are class-conscious revolutionists." This may not agree with one's idea of the state of things in this country, but one dislikes to admit that democracy is so much in danger that it cannot withstand such comment as this. If the republican form of government, which we have founded on that revolutionary document of the Declaration of Independence, cannot have in its midst open discussion on theories of property and government, it is in a far more serious condition than most of its advocates are willing to admit.

Publicity for Books and Book-stores

THERE is no doubt that the average newspaper reader can enjoy a good many columns of well written book reviews and of book gossip without having it enter into his head that the ideas under discussion are connected with cloth bound volumes that may be purchased and added to the shelves. Very often the more entertaining the review

the less likely it is that the person reading will go and buy the book, and all too often readers without the book buying habit do not even visualize a book at all, but are interested in the abstract ideas that the reviewer brings forward.

Steamship companies cannot rely wholly on pleasant stories of foreign travel to start people on the voyage. A man might read a most interesting volume on Bermuda without picturing it as a place for him to go. Beside the attractive account of the Islands there needs to come to the reader's mind a picture of the wharf and the boat and the pleasure of starting on a journey—something that actually connects him up with such a trip.

In the same way, would it not be well if more of the good book pages should place increasing emphasis on the fact that books are things that are sold, owned, enjoyed, loaned. The agencies that make book distribution possible are interesting to the public as well as the ideas in the books; publishing figures and experiences are interesting; bookstore gossip is interesting; stories of library work, caravan experiments, or stories of what books have done for those that received them. When more people visualize the book as a thing that can be purchased and owned as well as something to talk about casually, the authors will have found a larger public, and the bookstores and libraries a greater activity.

The Sales Tax

RETAILERS generally and the book-trade particularly will be interested to notice that the plan of a general sales tax is becoming more and more unpopular in Washington, in spite of the systematic work for it on the part of those who would like to see taxation shifted from other points.

As has been said previously in these columns, the book-trade would be particularly hard hit by such a tax, as fixed price merchandise leaves no opportunity for the retailer to pass on the tax increment as is possible in other merchandise. If such a tax once gets installed as an emergency measure, it will take a great deal of hard work ever to get it out, as is the case with all other forms of taxation. The best plan is to keep it out, which Congress apparently is planning to do tho the latest proposal has been to make the sales-tax specifically apply toward appropriations to be voted for soldier relief.

Bookselling and the United States Catalog

First Prize in United States Catalog Contest

By J. H. Roesgen,
Philadelphia

I WAS talking to a bookseller in a western city. He had just missed an order for a book thru inability to quote its price, and I admit, I was unable offhand to help him. The Trade List Annual was useless in this case because neither of us knew whose publication the book was. We both had guessed but guessed wrongly.

My friend grew confidential. "The trouble is my lack of memory" he said. "I often wish I had someone in the store with me who knew books thoroly, and one who could keep all such information at his tongue's end."

It was then I suggested that he install the "United States Catalog," with its up-to-the-minute accessory, the "Cumulative Book Index."

"Too expensive" was his argument; and he held to it, even when I showed him that he could not employ the kind of a person he had in mind a single month for so little money.

And while I talked to him I had a vision. Never before did I see so clearly the line of demarcation between the successful bookseller and the one who must ever depend on other lines to make bookselling possible.

This is how it works out.

A customer walks into a bookstore which is not equipped with the "United States Catalog" or "Cumulative Book Index." "I have a book here," she begins, "which I would like to buy a copy of. Also anything else by this author you have or can procure for me."

She holds up a copy, let us say of, "Mary Mary" by James Stephens. The bookseller, (we will call him Mr. A. to differentiate) does not have it in stock, but notices Small, Maynard & Co.'s imprint on the book. He goes to the latter's catalog and finds nothing else listed by James Stephens. Returning to the customer he reports finding only the one item. He gets an order for one book, which is, after all, more than he deserves.

But the customer feels sure that there are more books available by the author of "Mary Mary" and tries Mr. B.'s bookstore in further search. "What books can you get me by James Stephens?" she asks. Mr. B. consults the United States Catalog. The result is an order for nine books (which happen to be published by Macmillan) and better still his customer leaves the store in that triumphant state of mind called satisfaction.

Here is another example.

Mr. A. is called to the telephone. "What is that?—Proctor's 'Atlas of the Stars'—no I haven't it in stock; may I order it for you? What is the price? No, I couldn't tell you offhand. Do you know who publishes it? No, very well then." A sale lost!

Mr. B.'s telephone rings. "Proctor's 'Atlas of the Stars'—let me see." He leaves the 'phone and hastily opens the United States Catalog. He finds it a Longmans' book, price \$6.00. Another dive, this time in the Trade List Annual, which tells him that the price is still the same. He goes back not only with an answer to the question asked, but fully prepared for the probable question to follow—which is, by the way, the biggest element of real salesmanship. "No, I haven't the book here, but I can order a copy for you—the price? Yes, \$6.00—etc." The sale is made, and once more a customer has found service.

One more example.

Mr. A. is scowling at a letter in his morning mail. It reads: "Dear Sir: I have been reading, 'Lad, a Dog' by Terhune which you sold me and enjoy it so much that I am wondering what other good dog stories you know of to recommend. In fact, I should like to start a shelf in my library for just this class of fiction. Thanking you for any information you can give along this line, etc." Mr. A. thinks and thinks hard. There is, "Bruce," of course, and "Beautiful Joe" and after a long pause, "Michael, Brother of Jerry." He considers the "Son of the Wolf" and "Kazan" but does not include them because he is not sure whether these were about dogs or wolves. So he lets it go at that.

Now suppose Mr. B. had received that letter. He would have looked up the heading "Dogs" in the United States Catalog with its sub-heading "Fiction." In much less time than it took Mr. A. to cogitate he could have dictated a list of more than 25 books, and the very best of their kind.

And so it would have been had the customer wanted a list of books on the Marquesas Islands, Histories of the A. E. F., the Victorian Era of English Literature, Yogi Philosophy, or almost any other topic under the sun.

It is unnecessary to point out that Mr. B. has all the advantage as a bookseller. Yet I believe one half, perhaps more of the booksellers in this country try to do business without the "United States Catalog" and "Cumulative Book Index." Is it any wonder that bookselling as a profession is at so deplorably a low ebb?

If I were starting in the book business I would have the "United States Catalog" if I had to do without a cash register to pay for it. (Better to sacrifice the eggs, even gold ones, than the productive goose.) I would instruct every one of my associates to get the maximum usage out of it, and even drill them into the habit of using it. Furthermore I would keep it in an accessible place and en-

courage my customers to consult it; for catalog browsing to a booklover is almost as fascinating as browsing among books—and about as profitable to the dealer, too.

Finally I would keep it up to date by subscribing to the "Cumulative Book Index," and

if any perverse imp should ever whisper in my ears, "too expensive," I'd answer as Admiral Farragut did concerning the torpedoes in Mobile Bay! Not in a spirit of recklessness, but like Farragut again, from an abiding sense of the danger of standing still.

The Story of a Bookshop Expert

By Frederick D. Hartman

MAYFIELD drummed the desk impatiently with his fingers as he studied the pay roll list spread in front of him. Here it was the middle of April and the dull season lasting four months would soon be at hand. It was absolutely necessary to cut down the overhead—and the first place to use the knife must be on the pay roll. He would have to let Harter go and trust to luck that he might get a good man again in the fall. Harter was showing decided symptoms of spring fever anyway, so was the remainder of the staff so far as that was concerned. Mayfield himself sought excuses to be away from the store as frequently as possible.

It was hard to choose who must go—if only the business justified retaining the entire staff! For years even by the most careful managing it had only been possible to make four per cent on the invested capital and these four summer months simply drained off all the surplus accumulated in the winter and fall.

Mayfield next checked the name of Miss Fish to follow Harter on an enforced vacation—yet this seemed a cruel thing to do for she was the sole wage earner and source of income for herself and mother. "I'll call them together and show them the figures," he muttered to himself, "and then they will understand my position anyway." So he went thru the store asking each clerk to remain a few minutes after closing time for a meeting.

Such excitement, "What's the Boss up to?"—"Is something missing?"—"Is he going to sell out?"—were the questions the clerks were whispering to each other. Never had there been a meeting of the staff before!

It was just a little later that a man called to see Mayfield and presented his card. Mayfield glanced at it and read "G. PELHAM CRANDALL, BOOKSHOP EFFICIENCY EXPERT."

"How do you do Mr. Mayfield—I called to see you about a contract for our Bookshop Efficiency System. It will take only a few minutes for me to explain what my service means."

"You are quite right" said Mayfield "a few minutes will be sufficient. While I don't know what your plan is I can tell you one thing that for the past three years everyone has become pretty tired of efficiency experts. They have been an expensive luxury. And even if you convince me that you have something good I couldn't take it on now for I am planning to curtail all outlays."

"If you were acquainted with the book

business," he continued, "you would know that the next four months are dead and I am even having a meeting of the staff tonight to explain matters to them and advise them that it is necessary to offer some enforced vacations. If there were any money to be spent it would be kept for salaries."

"What you have just said" said Crandall "confirms my own ideas. Let me tell you my story. Ten years ago I owned a little bookstore in Azalea—and while that is some miles from here the conditions are quite similar. I had ten thousand dollars invested and for six years was only able to earn a moderate living and five per cent on my capital. It was each year the same old story—a good autumn and winter business with the profits drained by the late spring and summer slump.

"One year I was persuaded by someone whose name it is not necessary to repeat, to try certain new office and merchandising plans. The result was that I soon made three times as much for myself, doubled my staff and the business is paying fifteen per cent on the capital invested. Besides this the good will of the city towards the store has become a wonderful asset and even during my absence the store is running along smoothly and successfully.

"After my business got into what seemed fine running order I determined to make others see the reason for my success. I wrote a book explaining everything in detail. A good number of the books were sold but all that happened was that those who read them thru scorned the plan as visionary and theoretical—in spite of the fact that I was daily making money by it. This made it clear that to convince I must make people try it—a forceful feeding.

"I am prepared to make you this proposition. I will operate your store using your own staff for one year, to have absolute authority. To protect you I shall deposit with your bank tomorrow morning a bond sufficient to cover any possible loss to you in business, or good will. I will allow you your usual drawing account—and you may remain at work or take a vacation, as you like. I suggest, however, in the latter case that you drop back for a visit once a month. In return I ask half of all net profits over and above what you made last year. What do you say—is it a bargain?"

"I think you are crazy" said Mayfield, but, if you protect me as outlined and make a contract satisfactory to my attorney, I'll do it. What's the first step?"

"Well to start, let me address your staff as soon as the store is closed and in the morning I shall meet you and your attorney at your bank."

By this time it was nearly five thirty and, when the last customer left the store, Mayfield locked the door and gathered the staff together and they listened to a very different program from the one Mayfield had originally planned for them.

Mayfield, after a few explanatory remarks, introduced Crandall.

"This afternoon" said Mr. Crandall "Mr. Mayfield had planned to call you together to explain that on account of the usual summer slump it would be necessary to lay one-third of the staff off for six weeks without pay. He disliked doing this as much as you probably would dislike having him do it.

"He has now been persuaded to turn the store over to me upon certain conditions and the first of these is that there shall be year-round work for each one of you, with a two weeks' vacation on full salary. For this coming year to be a success it will be absolutely necessary for me to have your hearty co-operation—and this you should willingly give for the success of this year will mean more money for everyone of you.

"The first new departure in our routine will be to have a weekly meeting of the staff and as it is impossible to have this during regular hours we shall have supper together every Wednesday night and then return to the store for a meeting at which we shall air our troubles and discuss the operating plans. Our slogan must be:

'Keep Ourselves Alive.

Keep Our Stock Alive,

Make Our Customers Glad to be Alive.'

"The only part of the plan there is time to discuss to-night is that relating to the condition of the stock. There is no matter which so directly affects the sales. It must become our habit to keep all of our stock absolutely clean and in attractive display arrangement. Every bit of stock, excepting only the reserves, must be gone over at least once each day, and after it is once in proper condition this will not seem an arduous task.

"Incidentally stock cleaning always proves the best way for keeping well informed regarding all the books, and nothing so favorably impresses a customer as to have a salesman show an accurate and thoro knowledge of the stock.

"It is on this point we shall direct our attack for the coming month. At the end of that time a prize of ten dollars will be given to the clerk who has consistently kept his stock in the best condition and developed the most thoro knowledge regarding it. There will also be two five dollar prizes for each of the best individual counter displays and arrangements of stock. You yourselves shall be the judges of these, each member of the staff having one vote each week. This will be all for to-night, unless Mr. Mayfield wishes to add something."

Mayfield merely expressed himself as being impressed with Crandall's attitude and enthusiasm. He had decided to go away for a month's vacation but would look forward eagerly to returning at the end of a month to note the progress of the store under the new management.

(To be continued)

Good Book-Making

THE coming to hand of the second volume of "The Catalogue of the John Carter Brown Library" brings again to our attention the remarkable typographical work that is being done by the Merrymount Press in preparing this catalog. No more difficult piece of bibliographical printing has ever been undertaken in this country, and, in spite of the varieties of type needed to give full descriptions of the books and the breaking up of the page by signs and symbols, a type page of remarkable beauty has been obtained, which should serve as an inspiration and model for American printers. The volume at hand is part two of volume one, thus bringing the list down thru 1599, with a complete index of the two parts. The frontispiece of the volume is a photograph of the library as it used to appear when housed in the residence of Mr. Brown. The binding with its smooth black cloth back and brown canvas sides has almost the beauty of a hand-tooled leather book because of the fine lettering and careful finish.

One often wishes that the custom were popular in this country of giving the book printer credit for his work. Until this is done, we are losing the benefit of a very strong in-

centive to raise our standards in book-making. This is brought to mind by a very beautiful octavo published by the Atlantic Monthly Press, "The Founding of New England" by James Truslow Adams. The type page is pleasant, the notes clear and well set, and the running heads of good type for the balance of the page. The volume has been bound so that the pages run pleasantly thru the hand, which is always one of the first virtues of good books that appeals to the user.

Charles S. Brooks is to be congratulated on having his interesting volumes of essays manufactured in the Yale University Press style. The bindings, with the cloth backs ribbed as with leather bindings, and with paper labels, have always been found attractive to the eye, either in bookshop or home library. The new volume is called "Hints to Pilgrims," and is uniform with three previous books.

The Lorado Taft's Scammon Lectures on "Modern Tendencies in Sculpture" have supplied the text for a beautiful art book published by the University of Chicago Press. The half-tones, so thickly scattered thru the book, are excellent representations of the sculpture under discussion and the whole

volume, covering as it does the European as well as American works, is one of the most attractive art books of recent months.

Putnam's pocket nature books have always been extremely well planned in their typography and illustrations. A new addition to this group is "Nantucket Wild Flowers," a handy volume with most attractive cover design and gilt top, and with illustrations that are unusually clear and effective. The color of the insert plates has been applied merely to the blossoms and not to the stems, and a very fine delicacy of effect has been secured, as is excellently shown in the picture of the Beech Plum in the frontispiece.

There has been a lengthy pause in the publishing of handy editions of classics, but in the case of the World's Classics, printed by the Oxford Press in England, new material is now coming to the front, which serves as a reason for mentioning the excellent typography and general likeableness of this little series, which are supplied in both cloth and leather. Leo Tolstoy's "Confession and What I Believe" is a book of about 400 pages; "Moby Dick" runs to nearly 700 and yet has clear and easily read pages; and Borrow's "Wild Wales" comes to over 600 pages.

Another English made series of books that the American book-trade has always been interested in is the *Artistic Craft Series* made by Isaac Pitman & Sons. This series contains Edward Johnston's "Writing, Illuminating and Lettering," one of the best volumes ever written for the student of types. The new book that brings this series to mind is the one on "Wood Block Printing." The plates are very interesting and are reprinted in half-tone from the original colotype. The book will be valuable for any dealer who handles prints of this kind.

The new Cambridge Shakespeare in handy form, which has been published in this country by Macmillan Company, is an excellent example of careful adaptation of good types to the needs of a small volume of text and notes. The importance of attractive typography should always be especially recognized in reprinting old classics, as many people begin the rereading of a well-known book because the page and presswork appeal to them. From this point of view the Cambridge Shakespeare has an excellent start. The title page is in two columns, and the frontispiece is an excellent reproduction of the famous title page of the folio of 1623.

Adventures of a Bookseller

By Ketch

MISS Vampet was tall and willowy and blonde, was possessed of a baby stare, and had a habit of puckering up her mouth, when talking to you, as tho inviting osculation. While waiting upon one customer she always seemed to have her eye out for the next, except on those occasions when her customer happened to be tall, handsome and dashing, when she would, of course, concentrate on the moment. During the period of the War she would leave anything she was doing to take care of a uniform, and when the girls in the store sent off the Red Cross boxes, she sent no less than six. Yet the cessation of hostilities brought no connubial sequel, and Miss Vampet continued to be what she had always been, on the lookout.

On this particular afternoon business in the Bookstore was at a standstill, for not a customer had been in for almost half an hour, and Miss Vampet, Miss Gentleways and Mr. Ondeck sat on the ledge of the book-shelves quietly passing the time o' day. It seemed that Mr. Ondeck had been to the movies the evening before, and was quite enthusiastic over the play.

"You really ought to go, too, and see it," said he. "It is one of the best things I have seen this year."

"I'm sick of the movies," replied Miss Vampet. "Such mush! Why, when you've seen one, you've seen them all."

"Oh it isn't quite that bad," said Miss Gentleways. "I've seen some very good ones this year."

"You exaggerate, Miss Vampet. Of course I—"

"They exaggerate, you mean," she answered. "They're not true to life. Everything is overdone. To show that a man is in love they have him stumble around like an awkward cow, and spill his tea and make a silly spectacle of himself, when in reality a man in love does nothing of the kind."

"You ought to know," said Ondeck with a smile, "But I think you are wrong at that. Love is embarrassing to say the least, and a man in love will do some mighty queer things."

"Well I'm off the movies, anyway. I don't want to—"

At that precise moment the door opened, and in came a tall, handsome, well-dressed young man, at which the three rose simultaneously to their feet and started to meet him. Mr. Ondeck, who had quickly gained the lead, felt a restraining hand on his sleeve, and Miss Vampet said in an undertone,

"Not so fast, young man. I'll take care of him."

So Mr. Ondeck stopped and returned to his seat with Miss Gentleway's, while Miss Vampet continued on her way and met the new-comer with a winning smile. He for his part skinned his hat off his head without disturbing a hair, and warmly shook hands with her. For a moment they talked together in low tones, then Miss Vampet said,

"Yes I think we have a conv."

She came back to where Mr. Ondeck and Miss Gentleways were sitting, and ran her

eye over the shelves. Then she stood for a moment as tho lost in deep thought. At last she whispered to Mr. Ondeck,

"Oh please help me. I'm in an awful pickle."

"What's the trouble," said he.

"He wants a book, and I forget the title!"

"Good Lord!"

"Put your brain to work, Mr. Ondeck! Please!"

"Why don't you go and ask him again?"

"Oh never!"

"Was it a business book?"

"No."

"A novel?"

"No-o. At least I don't think so. Oh Heavens!"

"History."

Miss Vampet brightened.

"Oh thank you! You have saved my life!"

And she drew from the shelves the Ferrero—Short History of Rome, Vol. I. She hurried down the aisle with it, but her haste proved her undoing; for in the aisle there was a small box that the girls stood upon when they wished to reach up to the cash system that carried the money to the cashier, and, altho she knew that it was there, and used it every day, hundreds of times, she now stumbled over it and plunged forward. The History of Rome flew out of her hand and slid along the floor face open; she made a frantic grab for some sort of support and pushed off a whole stack of books, then went reeling down onto her knees. The gentleman kindly helped her to her feet, and she laughed in an embarrassed way and murmured apologies. Then she stooped to recover the book that had fallen, but her customer unfortunately stooped at the same time, and their heads came together with a resounding thump. They quickly raised up, and holding their heads laughed at each other in a pained way. Both said, "How awkward of me" and both were of the color of the red, red rose.

Miss Vampet happened to look over her shoulder at this moment, and discovered Mr. Ondeck standing nearby, to all appearances reading a book; but she knew better. Only his eyes were visible above the book. . . . but those eyes seemed to dance, and plainly registered comprehension; and as she turned back to her customer she heard him singing softly to himself,

"Love is just a game that two are playing,

Love is after all a game of chance."

Her customer finally finished his perusal of the volume, and handing it to her, said that he would take it. So she smiled and took a step backward, which did not help the situation, as she encountered the box again and for a moment gave an excellent exhibition of a rope-walker struggling for equilibrium. But she did not fall this time, and soon was walking—with great dignity—back to the wrapping table, where she tied up the book and returned without accident. He took the book from her and handed her two dollars, after which they stood talking for quite a time.

She talked at random and kept wondering why he did not go; but he stayed on, so she talked on and on. At last she smiled sweetly upon him and said,

"So glad to have seen you again."

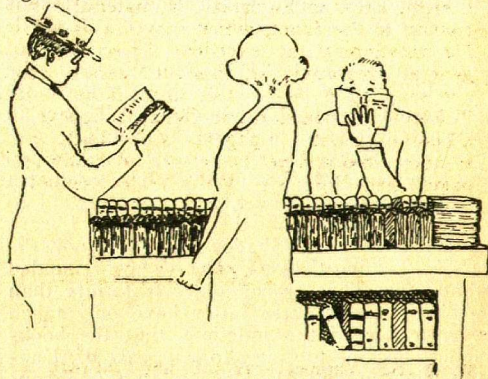
Her air was plainly one of dismissal, but her customer did not go. So she talked some more. But as he did not hold up his end of the conversation it finally petered out and for a moment they stood silent. Then she offered him her hand, and with the sweetest of smiles, said,

"What a pleasure to have seen you again! Do come in once in a while."

But he did not take the proffered hand; instead he said rather apologetically,

"Thank you, I will. Haven't I some change coming?"

Miss Vampet turned scarlet and with embarrassed laughter, apologized again and again. She hastened to make out the sale



"LOVE IS A GAME THAT TWO ARE PLAYING"

ticket and send it up to the cashier, and then as she stood waiting for it to come back, she stole a look at Mr. Ondeck. The book was flat against his face, his shoulders were heaving and a small noise emanated from him, like the noise of a mouse in the waste basket. In that moment she hated him with a holy hatred. She gave the gentleman his change, he departed at last, and she sat down and began to read absorbedly.

"One of the best shows I ever saw," said Ondeck. "But don't you think you rather overdid that first reel?"

A recent issue of the PUBLISHERS' WEEKLY flew past his head, undaunted he continued.

"Yes, a remarkable performance, and I have only one criticism to offer: didn't you think the 'fade-out' a little too prolonged, Miss Gentleways?"

Von Mach Suit Settled

THE suit for \$250,000 damages brought by Edmund von Mach, who conducted the "Horror on the Rhine" mass meeting, against the Macmillan Company for failure to publish his book on the war, was settled out of court.

The controversy arose over the refusal of the Macmillan Company to publish the book on the ground that it was pro-German.

A Bookman's Reading

WHEN we were talking about this subject before, we mentioned the need of a good list of books that have booksellers in them, and two friends have added to the number then mentioned. We had forgotten all about "David Grieve" of Mrs. Humphry Ward, and will have to get a copy to add to this shelf. Then there is William Allen White's book, "In the Heart of a Fool," in which a bookseller is the fine spirited character of the piece; E. V. Lucas' "Over Bemerton's" was a rare treat for the bookman, and J. C. Snaith gave us "William, Jr." Then, too, we are reminded that "The Haunted Bookshop" was omitted. Perhaps we thought every book-man owned his Roger Mifflin books.

There is one thing that no bookman should miss among the new publications, and that is Mr. Wells' book on "The Salvaging of Civilization," the chapters entitled "The Bible of Civilization" and "The Schooling of the World." Here is food for thought for those interested in giving the book its full place in world affairs and in personal growth.

Byrne Hackett's Brick Row Book Shop at New Haven has a lot of good items that a bookseller would covet, and we are glad to have obtained from the De Vinne library Charles Knight's "Shadows of Old Booksellers." Leafing thru its pages we are reminded that booksellers are an older fraternity than publishers, and these latter have only taken over a few of the functions that the booksellers became too busy to take care of, Dutton, Tonson and Dodsley—what a fine bouquet of anecdotes gathers round these names.

We have picked up in the second-hand store a volume with the intriguing title, "The Successful Bookseller," issued in London in 1906, a date at which it would have been difficult for an American to have written with that caption. This volume very properly starts with the suggestion that capital is required before entering the book business, and that a bank account should be opened. This very practical consideration is sometimes forgotten by those entering the field.

Somebody ought to reprint the volume issued by the Grafton Press in 1906 entitled "The Building of a Book." It was edited by Frederick H. Hitchcock, who was the manager of the Grafton Press business, and had an introduction by De Vinne. This book has chapters on every phase of book-making from the author and literary agent to the traveling salesman and the wholesaler's problems. Such a complete survey of this field is not available elsewhere, altho the PUBLISHERS' WEEKLY is endeavoring to cover similar subjects more completely.

We have been much interested in the World's Work article on "Authors and Best Sellers," written by Arthur Bartlett Maurice, former editor of the Bookman. The article contains some interesting statistics about how sales have developed.

Good Advertising

THE Edison questions have started an immense amount of discussion on the sources of current knowledge, which has been taken advantage of in many directions. The new revised "Encyclopedia Americana" has used full page advertisements, showing the exact volume and page where the answers to these questions can be found—a good example of prompt use of current events, which might well be copied by the bookseller in getting his books to the public attention.

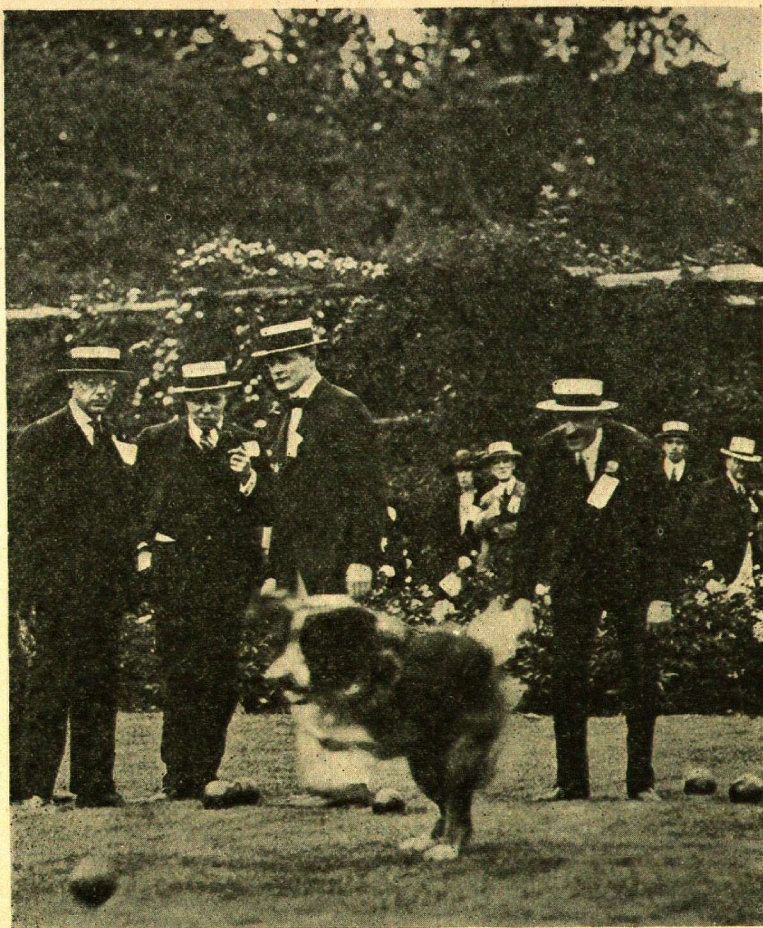
Major Putnam

"THE literary world of London gets cheerier," says the London *Graphic* of May 21st, "more like its old self, for one reason, perhaps, because George Haven Putnam is here from America. Boy and man, he has crossed the Atlantic, in the interest of Anglo-American literature, for nearer sixty years than fifty. He thinks he has made the passage, east or west, a hundred and thirty-one times, and he is sure he knows every bit of Atlantic scenery. Always he brings us brisk optimism and a sound outlook on new books and old authors, and always, in America he is our champion. Something should really be done to mark Mr. Putnam's services as the great Ambassador of Letters, and now's the time, for years ago France gave him its famous Legion of Honour."

The Dial Endows American Authorship

GILBERT Seldes, the managing editor of the *Dial*, recently made the following announcement:

"Two thousand dollars will be paid January 1, 1922, and annually thereafter, by the *Dial Magazine*, to a young American writer. This is intended to acknowledge, at least in a small way, the service to letters of one of those who have contributed to the *Dial* in the preceding year. The money is not a prize, and the *Dial* is not instituting a competition; nor are there any special terms or conditions. The editors of the *Dial* feel that while many American writers make handsome livings thru their work, others of a more intellectual and therefore less readily apprehended talent cannot appeal to so large audiences. They are thus compelled to spend some of the best years of their lives without recognition and without the means to leave them free to work at their art. As the *Dial* is not a money-making institution, it cannot support writers generally. But it hopes each year to set one young American writer free for twelve months so that he may have the only freedom which counts—the freedom to do what he wants most to do. The sum of \$2000 is intended to represent the equivalent of a year's leisure. No restriction will be put upon the recipient, however, and he or she will be free to spend the money in any way."



ROBERT CORTES HOLLIDAY, CHRISTOPHER MORLEY, HOMER CROY, HORACE DOUBLEDAY AND FRANK N. DOUBLEDAY AT THE PEONY PARTY, GARDEN CITY

Doubleday Garden Party

A LARGE party of authors, editors and bookmen took a special train for Garden City on June 6th to attend the peony garden party that was planned by Doubleday, Page & Company. The day proved remarkably suited for an outdoor festivity, and the special exhibit was a gathering of more than three hundred varieties which were in full bloom, a collection that has been gathered by the American Peony Society. Another special feature of the outdoor development at Garden City is the evergreen garden, where more than a hundred different kinds of conifers are to be seen. After the strawberry festival on the broad lawn, many of the guests asked to be shown thru the press, which brings together under one roof every process in the making of a book, even to the beautiful hand-tooled bindings which are being produced by the French binders. Another interesting feature of the afternoon was the lawn bowls tournament, in which Christopher Morley led off.

What Business Men Read

SYSTEM publishes each month a summarization of certain magazine articles and books which have been of special interest to business men. The article is called each month "What Business Men Read Last Month," and the list of the seventeen prominent business men who send in votes is given. These men tell each month which among the books and articles they have recently read they consider most valuable. The month's vote is gone over carefully by the editors of *System*, who select, according to the number and strength of the recommendations, certain of the books and articles for summarization. In the July number, the following books receive especial notice: "Imagination in Business," by Lorin F. Deland.

Harper.

"Immigration and The Future," by Frances Keller. *Doran.*

"The New State—Group Organization and the Solution of Popular Government." *Longmans.*

Prize for Illustrations

A PRIZE of \$150 has been offered thru the Grolier Club for the best set of from four to eight illustrations for either "Daisy Miller," "Elsie Venner," "Cecil Dreame," or "Ethan Frome." In case of publication, an additional \$300 will be paid for the illustrations used. The designs must be delivered by November 1, 1921, and details of the competition may be obtained from Howard Mansfield, Chairman of the Committee on Publications of The Grolier Club, 47 East 60th Street, New York.

Odd Books on China

THE extremely interesting speech of G. M. L. Brown, of the Orientalia Bookshop, at the Booksellers' Convention, in which he told of his methods in special publicity, gives added interest to the copy of the booklist that has just come from there.

Mr. Brown has succeeded in getting remarkably fine appearance out of the mimeograph process. This list on buff paper is headed "A Booklist From Orientalia, 22 East 60th Street, Scarce and Odd Books on China." The type used on the mimeograph is not the ordinary upper and lower case, but is done in large and small caps on a narrow but long sheet on both sides of the paper.

The result is a list that is almost as readable as printed type and must be easy to get out. The two sheets on both sides of the paper contain fifty-seven numbered items, the total possible sales running into several hundred dollars. This form of circular offers a very interesting possibility to the small shop and the large shop wishing to issue a quick list to a special customer.

More Juvenile Publicity

ANOTHER interesting program of carefully planned publicity for children's books is explained in a folder that has just been sent out by the Milton Bradley Company of Springfield. As with the Rand, McNally program that has been announced, it is planned to emphasize the home interest in books, family round the reading table, child at bed time, the outdoor boy with his book and dog. Full page advertisements are designed with pictures at the top and book mottoes, such as "The Best Gift of All—A Worth While Book," "Good Books Make Better Homes," "A Good Book Is a True Friend," "Good Books Are the Foundation of Happy Childhood."

This is the fourth campaign that the Bradley Company has carried on, but this will be on a larger scale than has ever before been attempted. Some of the magazines in which the copy is to appear are the *Woman's Home Companion*, *St. Nicholas*, *Atlantic*, *Century*, *Scribner's*, *Harper's*, *Good Housekeeping*, and *Child's Costume Royal*. The circular promises the retailer attractive display cards and electros to enable him to key his advertising up with the national program.

Effective Advertising by the Old Corner Bookstore

I asked for "Main Street" at the library.
They said,
"We'll put you 47th on the waiting list,
And then
(Unless the book's worn out)
We'll send
A card."

I borrowed "Main Street" from a friend.
I read it in the tub.
The shower dripped.

I said,
"I'll borrow neither from town nor friend.
I'll Buy a Book a Week."

So then
I went into a bookstore
And asked
For Dostoevski's
"The Idiot"
But she replied
(Patting her ear muffs)
"We don't keep
Dr. Esty's
"The Idiot,"
But here's S. Stanley Hall."
Then, said I,
"Give me Wells' 'Outlines.'"
But she gave me Burgess's
"Cut-outs."

Desperate:
I did a desperate thing.
I took a friend's advice.
He said,
"The idea's good, but the execution faulty."
He said,
"You got on the right train, but you got off at
the wrong station."
He said,
"Don't give up your Book a Week, but go
where they know what a book is."

I took his advice.
I went to
The Old Corner Book Store,
27 Bromfield St., Boston.
When I asked for "The Idiot"
They gave me "The Idiot."
When I asked for Wells' "Outlines"
They gave me Wells' "Outlines."

And now
I go there every week
And buy
A book,
And when I don't know what to buy, they tell
me,
And tell me
Right.

Which proves
It isn't only knowing what to get but
Where to get it
That counts.

Among the Publishers

A Week's Gleanings of Book-trade News

F. SCOTT FITZGERALD'S new novel which Scribner will publish will be called "The Beautiful and Damned."

AMONG the new Grosset and Dunlap reprints are "Black Beauty" by Anna Sewell and "Keeping Up With Lizzie" by Irving Bacheller.

HUEBSCH has taken over from John Lane Company the first three books by Sherwood Anderson, "Windy MacPherson's Son," "Marching Men," and "Mid-American Chants."

NEWBEGIN'S, San Francisco, are distributing agents for Dr. Robertson's book, "Poe, A Study," for which Theodore Dreiser has such high praise. Dr. Robertson is a well known collector of first editions, especially of Poe and other American writers.

WITH the new Canadian copyright bill the chief topic of conversation in bookish circles, and the question of Canadian exchange demanding frequent asides, "The United States and Canada" by George M. Wrong, Abingdon Press, is one of the most timely of recent books.

MARY PICKFORD has closed a contract for the screen rights to Mrs. C. V. Jamison's juvenile classic, "Lady Jane" (Scribner). This is good news to movie fans and the many admirers of the book. Where, tho, will a great blue heron who can dance be found?

ALL the material, which has been appearing serially in the *Freeman*, the "Diary of Anton Chekhov," "An Appreciation of Chekhov" by Maxim Gorky, and "Reminiscences of Chekhov" by Kuprin and Bunin, will be published later by Huebsch in book form.

ON August 1, "The Master of Man" the first Hall Caine novel in eight years will be published by Lippincott. The story was begun the year before the war and was laid aside because of the pressure of urgent national and patriotic duty. On the day of the Armistice, it was taken up again and after two years further work completed.

THE Cosmopolitan Book Corporation, in the \$100,000 advertising schedule, planned for the fall for "The Flaming Forest" by James Oliver Curwood, and "The Pride of Palomar" by Peter B. Kyne, has taken newspaper and periodical space which it estimates will reach over 12,000,000 families. 17 general magazines will be used; 5 religious magazines; 9 college and university publications; and 22 leading newspapers. "The Flaming Forest" will be published August 24, and "The Pride of Palomar" will be published September 24.

DOUBLEDAY, PAGE will publish during August "The Beloved Woman" by Kathleen Norris and "Her Father's Daughter" by Gene Stratton-Porter.

HEYWOOD BROWN has delivered the manuscript of his seriously jesting essays entitled "Seeing Things at Night" to Harcourt, Brace & Co. The book will appear this summer.

EVERYONE expected Floyd Dell's "Moon-Calf" to have a sequel, since it ended just as the hero, Felix Fay was starting for Chicago. The sequel, "The Briary-Bush" will be one of the fall publications of Alfred Knopf.

PUTNAM has taken over from the Atlantic Monthly Press, "The Story of Opal, The Journal of an Understanding Heart" by Opal Whiteley. In the fall, another book by Opal, a companion volume, will be published by Putnam.

GEORGE JEAN NATHAN sails for Europe next week to obtain material for his sixth book on the theater. He is to study the Hungarian theater as the guest of Arpad Pásztor, the distinguished Hungarian dramatist.

THREE OF Fannie Hurst's short stories, dramatized by herself, without the usual collaboration, are announced for autumn production. The famous "Humoresque," produced by Hartley Manners, is to be played with Laurette Taylor in the mother rôle. A. H. Woods is producing "Back Pay" with Helen McKellar in the stellar rôle. "Roulette" has been bought and is scheduled for production by Sam Harris.

"A PENNY WHISTLE," a collection of the light verse of Bert Leston Taylor, with a foreword by Franklin P. Adams, will be published by Knopf in the fall. B. L. T. considered these verses his best of the last eight years, and the title and sequence of the poems is his also. In the spring, the second volume will be ready, "The So-Called Human Race," reprinted from his famous column in the *Chicago Tribune*, "A Line-o'-Type or Two."

THE Doran Company has purchased from the Bobbs-Merrill Company, Mary Roberts Rinehart's first seven novels, "The Circular Staircase," "The Man in Lower Ten," "When a Man Marries," "The Window at the White Cat," "The Amazing Adventures of Letitia Carberry," "Where There's a Will" and "The Case of Jennie Brice." Mrs. Rinehart did not begin to write until she was twenty-eight. Her first efforts were in the line of poetry. Her first sale was an article telling how she organized her housekeeping staff. "The Circular Staircase" was her first novel.

Communications

Believes Bible Prices Low

A. J. HOLMAN COMPANY,
PHILADELPHIA, MAY 19, 1921.

Editor, PUBLISHERS' WEEKLY:

Dear Sir: We have read with interest your editorial on book prices and Mr. Penzel's letter to his fellow booksellers of Indiana, and take the liberty of writing in connection therewith.

The assumption that prices of Bibles are based on the higher costs does not apply to the undersigned company and we doubt if it does to other Bible publishers, altho we do not speak for them. We make the positive assertion, however, that our prices were not based on the highest costs of materials and labor, and that a better Bible is being produced today than in 1914.

The following comparisons between 1914 and 1921 prices would seem to be in order:

Skiver, approximately double; cowhide binding, three times as much; gold leaf, six dollars more a pack. Even pasteboard containers have been increased from \$1.90 per hundred to \$6.70. As to labor, it is difficult to keep the cost to two and one-half times for the completed book. Some departments show three times former cost.

The quality of paper for Teachers' and small Bibles deteriorated so much and the cost of making the Bibles increased so, that this house felt that the ultimate purchaser of the Bible was entitled to consideration and the result, so far as the Holman Bible is concerned, is that he is getting a Bible with the finest grade of (Warren) paper and such as was not used in 1914.

The printers of Philadelphia are now out, demanding, not that their high scales of wages be retained, but that they be put on a lower basic week rate, which would mean fifty hours' pay for forty-eight hours' work.

Whenever Bible prices show any inclination of keeping pace with other books, old plates are resurrected and "cheap editions" printed. Our salesmen inform us that the cut in price in existence today is practically nil and is, in fact, less than it was when Bibles were selling around \$1.25 a copy.

Any publisher is at liberty to make the Bible and the fact that there are few publishers in this particular field is good evidence that the returns are not attractive. Even today, the Bible is the lowest priced book in the country. Bibles contain from one to two thousand pages and must be printed on thin, opaque, costly paper and the output of properly printed Bible sheets per hour is between 50% and 65% that of ordinary books. Then, too, the books are usually bound in the best grade of leather and have pure gold edges and stamping.

The Holman Bible business has grown in volume, regardless of high prices, because of honestly made books at "honest" prices.

A. J. HOLMAN CO.,
Wm. H. Isbister, Treasurer.

More Recent Dramas Available

Drama Book Shop, 29 West 47th Street,
June 13, 1921.

Editor, PUBLISHERS' WEEKLY:

May we add to Heywood Broun's list of current and recent productions which are available in print, as quoted in your issue of June 4th, the following plays:

"Mary Stuart"—Drinkwater.
"Harlequinade"—Granville Barker.
"Mixed Marriage"—St. John Ervine.
"John Ferguson"—St. John Ervine.
"Eyvind of the Hills"—Sigur-Jonsson.
"Peg O' My Heart"—Hartley Manners.
"A Night at an Inn"—Dunsany.

Very truly yours,

GRACE R. ROBINSON.

Manager.

Personal Notes

GEORGE H. GRUBB has for thirty-three years, been associated with the London House of G. P. Putnam's Sons; and since the London concern became a limited liability company, Mr. Grubb has held the position as Director. He has now also been elected a Director of the New York House, and is giving particular attention to the arrangements, for the New York list for books, the English editions of which are in the hands of other British publishers.

T. H. SOFIELD, who has completed twenty-five years' service with the London House of G. P. Putnam's Sons, Ltd., has been elected a Director of the Company.

DAVID H. MARTIN, Assistant Manager for Isaac Pitman and Sons, Shorthand Publishers, celebrated the 25th anniversary of his association with the firm on June 6, 1921.

Business Notes

BOSTON—The Misses Beckford of the Gardenside Bookshop announce that George T. Jukes, for many years proprietor of the Ruskin Book Stores, 35 St. Martins Court, London, W. C., has joined them as manager.

Mr. Jukes has had 16 years experience in Rare Books, and it is his intention that the Gardenside Bookshop shall carry one of the finest collections of rare and fine books in the country.

NEW YORK.—E. Byrne Hackett representing The Brick Row Book Shop, Inc., is sailing July 2 and will spend the summer book-hunting in London, Dublin, Paris, and Edinburgh. He will be pleased to execute any commissions. A list of wants will ensure quotation without necessarily obligating the customer.

WACO, TEXAS.—A. F. Von Blon is moving from his present quarters to 413 Franklin Ave. He will have double floor space in his new shop and is planning to carry a more general line of new books.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alden, Raymond Macdonald, ed.

Poems of the English race. 17+410 p. O c. N. Y., Scribner \$2.75 n.

An anthology which best illustrates the progressive development in thought and in action of English-speaking peoples.

Arber, Edward Alexander Newell

Devonian floras; a study of the origin of cormophyta; with a preface by D. H. Scott. 6+100 p. (4½ p. bibl.) front. (por.) il. pls. O '21 N. Y., Macmillan \$7 n.

A technical study of plant life of the Devonian period.

Audsley, George Ashdown

Organ-stops and their artistic registration; names, forms, construction, tonalities, and offices in scientific combination. 4+294 p. front. il. pls. O [c. '21] N. Y., The H. W. Gray Co. \$2.50 n.

Bachelor, Irving Addison

Keeping up with Lizzie; il. by W. H. D. Koerner. 157 p. front. pls. S (Popular copyrights) [c. '10-'11] N. Y., Grosset & Dunlap \$1

Bailey, Temple, i.e., Irene Temple

Glory of youth; il. by Henry Hutt and C. S. Corson. 331 p. front. pls. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap \$1

The tin soldier; il. by F. Vaux Wilson. 456 p. front. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap \$1

Balfour-Browne, Frank

Keys to the orders of insects. 58 p. (interleaved) diags. O '20 N. Y., Macmillan pap. \$3 n.

The author is lecturer in zoology, University of Cambridge, England.

Adams, Louise E. W.

A study in the commerce of Latium; from the early Iron age through the 6th century, B. C. 84 p. (3¼ p. bibl.) O (Smith College classic studies, no. 2) '21 Northampton, Mass., Smith College Library 75 c.

Beebe, Joshua William, and Bentley, W. P.

The geology of Coke County, [Texas.] 80 p. pls. maps (part fold, and part col. in pocket) tabs. told. chart O (Bull. 1850) Austin, Tex., Univ. of Texas pap.

Bittner, Walter Simon, ed.

The community center; list of lantern slides

Berlitz, Maximilian Delphinus

Éléments de la littérature française, à l'usage d'élèves de nationalité étrangère; texte et extraits; nouv. éd. américaine. 4+311 p. D '21 N. Y., The Berlitz School of Languages \$2 n.

Broomhall, Edith J.

Spanish composition. 9+127+36 p. D [c. '21] Bost., Allyn & Bacon \$1.20 n.

Brown, Basil

Law sports at Gray's Inn; 1594; including Shakespeare's connection with the Inn's of Court, the origin of the Capias Utlegatum re Coke and Bacon, Francis Bacon's connection with Warwickshire; together with a reprint of the Gesta Grayorum; [or, The history of the high and mighty Prince Henry] various paging front. (facsm.) O c. N. Y., Unity Press, 741 St. Nicholas Ave. bds. \$3 n.

Brubaker, Albert Philson

A compend of human physiology especially adapted for the use of medical students; 15th ed. 8+264 p. il. D (Blakiston's compends) [c. '21] Phil., Blakiston \$2 n.

Budge, Ernest A. Wallis

The Babylonian story of the deluge; and the Epic of Gilgamesh; with an Account of the royal libraries of Nineveh. 58 p. il. O (British Museum) '21 N. Y., Oxford Univ. Press 45 c.

Budge, Jens

Practical minor tactics; with a foreword by John F. Morrison. 9+126 p. fold. maps O c. N. Y., Appleton \$2 n.

The author was formerly instructor in minor tactics, U. S. Military Academy, West Point.

with notes on the community schoolhouse. 30 p. (3 p. bibl.) pls. il. O (Bull. of the Extension div., v. 5, no. 8) '20 Bloomington, Ind., Indiana University pap.

Brannon, Peter A., comp.

Handbook of the Alabama anthropological society. 60 p. O (Historical and patriotic ser.) '20 Montgomery, Ala., Alabama State Dept. of Archives and History pap. gratis

Brossard, Edgar Bernard

Some types of irrigation farming in Utah. 140 p. tabs. maps O (Bull. no. 177) '20 Logan, Utah, Utah Agricultural College; Experiment Station pap.

Byers, Andrew L., comp.

Birds and animals. 96 p. il. O (v. 7; Boys and girls' fireside ser.) [c. '21] Anderson, Ind., Gospel Trumpet Co. 75 c.

Carter, Thomas

Life and letters of Paul; introd. by Mrs. Hume R. Steele. 231 p. S c. Nashville, Tenn., Smith & Lamar \$1 n.

This book is designed as a companion to the author's "Story of the New Testament."

Cousins, Frank, and Riley, Phil M.

The Colonial architecture of Philadelphia. 225 p. il. pls. O [c. '20] Bost., Little, Brown \$10 [750 copies]

Crile, George Washington

A physical interpretation of shock, exhaustion, and restoration; and extension of the Kinetic theory; ed. by Amy F. Rowland. 16+232 p. il. O '21 N. Y., Oxford Univ. Press \$8.75

Croft, Terrell Williams

Wiring for light and power; a detailed and fully il. commentary on the national electrical code; 3rd ed.; with important 1921 supplement. 42+14+465 p. il. D [c. '21] N. Y., McGraw-Hill \$3 n.

Curry, Charles Madison, and Clippinger, Erle Elsworth, eds.

Children's literature; a textbook of sources

for teachers and teacher-training classes; ed. with introductions, notes, and bibliographies. 12+693 p. O [c. '21] Chic., N. Y., Rand, McNally \$3.50 n.

Dana, John Cotton

A plan for a new museum, the kind of museum it will profit a city to maintain. 57 p. O (New museum ser. no. 4) '20 Woodstock, Vt., The Elm Tree Press pap. \$2 n.

Dell, Ethel May

The safety curtain and other stories. 382 p. front. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Douglas, Paul H.

American apprenticeship and industrial education. 348 p. (4¾ p. bibl.) tabs. O (Studies in history, economics and public law; v. 95, no. 2; whole no. 216) c. N. Y., Longmans, Green pap. \$3.50 n.

Eltzholtz, Carl Frederick

The child; its relation to God and the church. 56 p. S [c. '21] N. Y. and Cin., Methodist Bk. Concern 50 c. n.

Partial contents: The child and the Bible; The child and theology; The child neglected.

Everett, Leolyn Louise

The hills of Arcetri. [verse.] 79 p. D '21 N. Y., J. Lane bds. \$1.50 n.

A study, in verse, of the moods and colors of Italian life.

Brownson, Mary Wilson, and Kerst, Vanda E.

Victory through conflict; [a pageant]; the music written or arranged by Walter Wild; the dances directed by Marion Gifford; il. by Woodman Thompson; given on the college campus June 8-9, 1920; during the 50th anniversary celebration. 17+42 p. front. il. plan [c. '20] Pittsburgh, Pa., Pennsylvania College for Women pap. 50 c. n.

Bull, Sidney Augustus

History of the town of Carlisle, Mass.; 1754-1920; with biographical sketches of prominent persons. 11+365 p. front. pls. pors. O '20 Cambridge, Mass., The Murray Pr. Co. \$6

Bundscho, J. M.

Here type can serve you. 183 p. pls. Q [c. '20] Chic., J. M. Bundscho, 58 E. Washington St. bds. priv. pr.

Bungalowcraft Company

Bungalowcraft "Homes not houses"; stucco, colonial and Swiss chalet bungalows; a book on the stucco, colonial and Swiss chalet bungalow building in its latest development; [illustrating] the charming bungalows of Los Angeles, Pasadena and adjacent towns; the most efficient aid to beautiful and convenient home building. [9th ed.] 52 p. il. plans O c. Los Angeles, Cal., The Bungalowcraft Co. pap. 50 c.

Bunn, Charles Wilson

A brief survey of the jurisdiction and practice of the courts of the United States; 2nd ed. 3+143 p. D c. St. Paul, Minn., West Pub. Co., 50 W. 3rd St. \$2.50 n.

Carroll, W. E.

Feeding work horses. 18 p. O (Circular no. 43) '20 Logan, Utah, Utah Agric. College, Experiment Station pap.

Chapman, George Henry

Tobacco investigations; progress report. 38 p. pls. charts O (Bull. no. 195) '20 Amherst, Mass., Agricultural Experiment Station pap. gratis

Cisoe, Charles L.

Welfare work in the steel industry; an address; delivered at the annual meeting of the American Iron and Steel Institute, the Commodore Hotel, New

York City, May 28th, 1920. 45 p. il. pls. tabs. D N. Y., United States Steel Corp., Bu. of Safety, Sanitation and Welfare, 71 B'way. pap. gratis

Clubbe, Charles P. B.

The diagnosis and treatment of intussusception; 2nd ed. 10+92 p. O '21 N. Y., Oxford Univ. Press \$2.50

Cohen, Mary M.

An old Philadelphia cemetery, the resting place of Rebecca Gratz; written for the City history society of Philadelphia; and read by [the author] at the meeting of Wednesday, November 14, 1906; [an account of the Mikveh Israel cemetery and the Mikveh Israel congregation.] various paging O (Philadelphia history, v. 2, no. 4) '20 Phil., City History Society pap. 50 c. n.

Coleman, Glen M.

Golden mud. [verse] 36 p. O '21 Mount Vernon, Ia., [Author] pap. 40 c.

Connecticut. State Library

Select list of manuscripts in the Connecticut state library. 32 p. O (Bull. no. 9) '20 Hartford, Conn., State Library pap. gratis

Duggan, Mell L., and Bolton, Euri Belle

Educational survey of Lee County, Georgia. 25 p. front. (map) charts pls. O (No. 28) '20 Atlanta, Ga., State Dept. of Education pap.

Educational survey of Miller County, Georgia. 47 p. il. charts tabs. diags. O (No. 29) '20 Atlanta, Ga., State Dept. of Education pap.

Evans, Mrs. Adelaide Bee

Strange peoples and customs; [story of missions in the Far East.] 7+316 p. front. il. maps D [c. '21] Mountain View, Cal., Pacific Press \$1.25 n.

Fisher, Herbert Albert Laurens

An international experiment; the Earl Gray memorial lecture delivered Feb. 26, 1921, at the Armstrong college, Newcastle-on-Tyne. 40 p. O '21 N. Y., Oxford Univ. Press pap. 90 c.

Fitzmaurice-Kelly, Julia, comp.

Garcilaso de la Vega el Inca; trozas escogidos de la Florida del Inca. 8+71 p. O '21 N. Y., Oxford Univ. Press \$1.35

Flower, Jessie Graham

Grace Harlowe's overland riders on the old Apache trail. 255 p. front. il. D (Grace Harlowe's overland ser.) [c. '21] Phil., Altemus \$1

Foster, William, ed.

Early travels in India; 1583-1619. 14+352 p. il. O '21 N. Y., Oxford Univ. Press \$5.65; India pap. \$6.75

France, Anatole, pseud. [Jacques-Anatole Thibault]

A mummer's tale; a tr. by Charles E. Roche. 240 p. O '21 N. Y., J. Lane \$2.50 n.

A story of a woman who had two lovers, one of whom killed himself when rejected, and whose spirit came between her and the man she really loved.

Fraser, William Alexander

Bulldog Carney. 306 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Freund, Ida

The experimental basis of chemistry; suggestions for a series of experiments illustrative of the fundamental principles of chemistry; ed. by A. Hutchinson and M. Beatrice Thomas. 13+408 p. tabs. il. diags. O '20 N. Y., Macmillan \$9 n.

Partial contents: The nature and recognition of chemical change; The part which air plays in combustion; The conservation of mass; The law of fixed ratios; Combining equivalent weights; The law of combining volumes.

Gibbons, Herbert Adams

The foundation of the Ottoman empire; a history of the Osmanlis, up to the death of Bayezid I; 1300-1403; [with exhaustive bibliographies, both classified and alphabetical] 379 p. O '21 N. Y., Oxford Univ. Press \$4.75

Gray, Alan

A book of descants; [organ ed.] 10+103 p. music sq. D '20 N. Y., Macmillan \$3.25 n.

A book of tunes, which are pitched as low as possible to suit the average voice, for the use of choir-masters.

Grover, Burton Baker

Handbook of electrotherapy for practitioners and students. 9+420 p. (434 p. bibl.) il. diags. tabs. O c. Phil., F. A. Davis Co. \$4 n.

The subject of electrotherapy boiled down for the use of medical men, the effort being made to make them familiar with modern methods of its application.

Guest, Edgar Albert

When day is done. [verse] 191 p. D [c. '21] Chic., Reilly & Lee \$1.25 n.

Poems of home and family.

Foster, William

The English factories in India, 1655-1660. 440 p. map O '21 N. Y., Oxford Univ. Press \$7.20

Gage, J. Howard

The larvae of the coccinellidae. 63 p. pls. Q (Illinois biological monographs, v. 6, no. 4) c. Urbana, Ill., Univ. of Illinois pap. 75 c. n.

Gorell, Ronald Gorell Barnes, Lord

Education and the army; an essay on reconstruction. 292 p. O '21 N. Y., Oxford Univ. Press \$7.20

H., E. P., comp.

Rose petals and gorse bloom; stray thoughts from the letters of an American mystic. 49 p. S c. '20 N. Y., The Beacon Bk. Shop, 28 W. 47th St. bds. 75 c.

Prose selections dealing with psychic phenomena.

Hamilton, Cosmo

His friend and his wife; a novel of the Quaker Hill colony; il. by Robert W. Stewart; [photoplay title Midsummer madness.] 303 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap \$1

Handy, Seymour

An outline of American history. 5+97 p. D [c. '21] N. Y., Holt 48 c. n.

Harley, John Eugene

The League of nations and the new international law. 9+127 p. O '21 N. Y., Oxford Univ. Press \$3 n.

Harrison, Earl Stanley

Spanish correspondence. [Commercial.] 7+160 p. D c. N. Y., Holt \$1 n.

Hering, Daniel Webster

Essentials of physics for college students; a textbook for undergraduates and a lecture course and reference work for teachers and other students of physics; 2nd rev. and enl. ed. 10+367 p. (1 p. bibl.) il. diags. O '21 N. Y., Van Nostrand \$2.50 n.

Hewitt, Arthur Wentworth

Bubbles [verse]. 128 p. S '21 c. '20 Rutland, Vt., The Tuttle Co., 11 Center St. \$2

Higham, C. S. S.

History of the British empire. 8+276 p. front. (map) diags. maps D '21 N. Y., Longmans, Green \$1.50 n.

The author is lecturer in history, University of Manchester.

Hill, Edward G.

The house of Aegeus and other verse. 56 p. D [c. '20] Louisville, Ky., The Standard Pr. Co. bds. \$1.50

Partial contents: The Confederate war; Five months in Germany; Divine healing; Divine healing in the Atonement.

Holmes, Arthur Harold

A study of personality and its relation to salesmanship. 10+254 p. D '20 Cin., South-western Pub. Co. \$1.20 n.

Horsch, John

Modern religious liberalism; the destructiveness and irrationality of the new theology. 331 p. D [c. '21] Scottdale, Pa., Fundamental Truth Depot \$1.75

Guaranty Trust Company

How business with foreign countries is financed. 74 p. forms facsims. O c. N. Y., Guaranty Trust Co. pap. gratis

Our new place in world trade. 23 p. pls. O [c. '21] N. Y., Guaranty Trust Co. pap. gratis

Higgins, George Marsh

The nasal organ in amphibia. 91 p. Q (Illinois biological monographs, v. 6, no. 1) c. Urbana, Ill., Univ. of Illinois pap. \$1 n.

Howson, E. T., and others, comps.

Maintenance of way cyclopedia; a reference book covering definitions, descriptions, illustrations and methods of use of the materials, equipment and devices employed in the maintenance of the tracks, bridges, buildings, water stations, signals and other fixed properties of railways; compiled in co-operation with the American railway engineering assn. 2+860 p. il. fold. pls. Q [c. '21] N. Y., Simmons-Boardman Pub. Co. \$10; leath. \$15 bxd.

Jeans, James Hopwood

The mathematical theory of electricity and magnetism; 3rd ed. 587 p. tabs. diagrs. O N. Y., Macmillan \$8 n.

Judson, E.

Edison's phunnygraph; or, What happened to one XYZ; a story; containing also 146 Edison questions with correct answers and numerous humorous questions and answers. 59 p. T [c. '21] N. Y., J. S. Ogilvie Pub. Co. pap. 15 c.

Kinsman, Frederick Joseph

Trent; four lectures on practical aspects of the Council of Trent. 119 p. D c. N. Y., Longmans, Green \$1.10 n.

Contents: The Council of Trent; The Protestant reformation; The significance of Trent; The Tridentine attitude.

Long, Morden H.

Knights errant of the wilderness; tales of the explorers of the great North-west. 11+223 p. front. il. pls. maps D '20 N. Y., Macmillan \$2 n.

Stories of the makers of the Canadian west, told for children from 14 to 17.

Loveland, Gilbert

Training world Christians; a handbook in missionary education. 240 p. front. pls. O [c. '21] N. Y. & Cin., Methodist Bk. Concern \$1.25 n.

Partial contents: The human family after the great war; Changing human nature; Imparting missionary knowledge; Education in money-giving; Training for service.

Lutz, Grace Livingston Hill [Mrs. Flavius J. Lutz]

Miranda; with il. by E. L. Henry. 344 p. front. pls. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap \$1

The obsession of Victoria Gracen; with il. by Edwin F. Bayha. 301 p. front. pls. D (Popular copyrights) [c. '14-'15] N. Y., Grosset & Dunlap \$1

Hume, Ernest

The thirteen principles Upanishads; tr. from the Sanskrit with an outline of the philosophy of the Upanishads and an annotated bibliography. 16+540 p. O '21 N. Y., Oxford Univ. Press \$6.75

Keystone Pecan Co.

Paper shell pecans. 68 p. il. pors. pls. (part col.) O [c. '21] Manheim, Pa., Keystone Pecan Co. pap. gratis

Loomis, Frank D., comp.

Americanization in Chicago; the report of a survey made by authority and under the direction of the Chicago community trust. 40 p. tabs. fold. chart

McCleary, Cornelia Walter

The celestial circus. [verse.] 89 p. front. il. O [c. '20] Bost., Cornhill bds. \$1.50 n.

Poems for children, many of which have appeared in *St. Nicholas*, *The Youth's Companion*; *Little Folks* and other magazines.

McDougall, William

Is America safe for democracy?; six lectures given at the Lowell Institute of Boston, under the title Anthropology and history; or, The influence of anthropologic constitution on the destinies of nations. 8+218 p. (2½ p. bibl.) maps pors. charts D c. N. Y., Scribner \$1.75 n.

A study of racial conditions, especially in the United States, by a professor of psychology in Harvard University.

Manly, John M., and Powell, John A.

Better advertising. 157 p. S (Better business ser.) c. Chic., F. J. Drake \$1.50 n.

Marcovitch, Lazare, ed.

Serbia and Europe; 1914-1920; with a preface [by the editor]. 15+355 p. O '21 N. Y., Macmillan \$5 n.

A record of the policy of Serbia during the war, which consists of a series of articles by 29 of the prominent Serbian politicians and publicists.

Mariano, John Horace

The second generation of Italians in New York city. 10+317 p. (6 p. bibl.) front. (map) D [c. '21] Bost., The Christopher Pub. House \$3

Published also under title "The Italian Contribution to American Democracy."

Mary Cecilia, Sister [Mary Monica Koehler]

Efficiency in the spiritual life. 15+19+201 p. D '21 N. Y. and Cin., Frederick Pustet Co., Inc. \$1.50

Meyer, Bror

Skating with Bror Meyer; with il. from motion picture photographs. 176 p. il. pls. Q c. Garden City, N. Y., Doubleday, Page \$25 n.

Mills, Lewis Sprague

Selections for reading by the direct method; a manual for teachers. 164 p. front. il. pls. D c. '20. Bost., Badger. \$1 n.

Murphy, Mabel Ansley

Timoleon, a friend of Paul; being the romantic adventures of a waif of Tarsus; together with a setting forth of the great Apostle's journeys. 329 p. front. pls. D [c. '21] Phil., Am. Sunday-school Union. \$1.25

A book for teachers and pupils to be used in studying the life of Paul.

O [n.d.] Chic., The Chicago Community Trust, Suite 1340, 10 S. La Salle St. pap.

Ludlow, Arthur Clyde

The Old stone church; the story of a hundred years, 1820-1920; [including early history of Cleveland, Ohio.] 411 p. front. pls. pors. facsm. O c. '20 Cleveland, O., [Author] \$5 [priv. pr., 500 copies]

Macbeth-Evans Glass Co.

Fifty years of glass making, 1869-1919; [including a short summary of the glass industry in America from 1607.] 93 p. fronts. (pors.) il. pls. (part fold.) O [c. '20] Pittsburgh, Pa., Macbeth-Evans Glass Co. bds. priv. pr.

Nichols, George

A Salem shipmaster and merchant; the autobiography of George Nichols; ed. with introd. and notes and concluding chapters by his granddaughter, Martha Nichols; [new ed.] 127 p. front. (por.) pls. D c. Bost., Four Seas bds. \$2.50

Nicholson, Reynolds Alleyne

Studies in Islamic poetry. 12+300 p. O '21 N. Y., Macmillan \$10 n.

Studies of Arabic and Persian literature; with translations together with the original texts.

Nursery rhyme readers in the new writing;

[Humpty Dumpty; Little Jack Horner; Mary has a little lamb; Hickory dickory dock.] various paging D '21 N. Y., Oxford Univ. Press pap. ea. 10 c.

O'Connor, John L., comp.

History of the Kentucky Derby; 1875-1921. 141 p. S [c. '21] White Plains, N. Y., [Author] \$2 n.

This work is intended as a book of reference for those interested in this historic event of the Turf.

Oppenheim, James

The mystic warrior. [verse] 120 p. sq. O c. N. Y., Knopf \$5 n. [limited ed., 500 copies]

Pearson, Henry Carr, and Kirchwey, Mary Frederika

Essentials of English, middle grades. 12+362 p. col. front. il. (part col.) D [c. '21] N. Y., Am. Book Co. 84 c. n.

Pottenger, Francis Marion

Tuberculosis and how to combat it; a book for the patient. 273 p. O c. St. Louis, Mo., C. V. Mosby Co. \$2 n.

Answers to the questions most often asked by inquiring patients in regard to open air, rest, climate, pain, temperature, worry, clothing, marriage and other important conditions.

Pratt, James Alfred

Elementary machine shop practice; a textbook presenting the elements of the machinists' trade. 3+320 p. (3 p. bibl.) il. diags. D '21 N. Y., Van Nostrand \$2.50 n.

New York. Bureau of Municipal Research

Report on a survey of the system of supervision of the elementary schools, Harrisburgh, Pa., prepared for the Special committee of the Board of school directors. 3+33 p. (typewritten copy) Q '20 N. Y., Bu. of Municipal Research, 261 B'way. pap. \$1

Oregon Agricultural College Experiment Station

Third crop pest and horticultural report; 1915-20. 205 p. tabs. pls. il. O '21 Corvallis, Ore., Oregon Agricultural College pap.

Packard, Earl Leroy

The trigoniae from the Pacific coast of North America. 58 p. pls. tabs. O (Univ. of Oregon pub., v. 1, no. 9) '21 Eugene, Ore., Univ. of Oregon pap. \$1

Paul, Joshua Hughes

Six years of home reading for Boy Scouts, Campfire and Bee-hive girls; their parents and others; [bibliographies arranged according to grade and subjects.] 64 p. O (Bull. of the Univ. of Utah, v. 11, no. 14; Extension division ser., v. 2, no. 7) [c. '20] Salt Lake City, Utah, Deseret Bk. Co. pap. 50 c.

Prickett, Effie M.**Rihani, Ameen F.**

A chant of mystics, and other poems. 96 p. D c. N. Y., J. T. White bds. \$1.25

Robinson, James Harvey, and Beard, Charles Austin

History of Europe; our own times; the 18th and 19th centuries; the opening of the 20th century and the world war. 11+616+21 p. (534 p. bibl.) col. front. col. maps il. por. pls. (part col.) D [c. '21] Bost., Ginn \$1.96 n.

A history to meet the demands for a two-year course in the high and preparatory schools.

Royce, Ruth

Little boy heroes of France; a book of deeds of valor of the sturdy little patriots of France during the great war. 191 p. col. front. col. pls. D (Children of France ser.) [c. '21] Phil., Altemus 75 c.

Little daughters of France; a book of stories of the courage and devotion of the little girls of France in the world war. 191 p. col. front. col. pls. D (Children of France ser.) [c. '21] Phil., Altemus 75 c.

Little soldiers of France; a book of stories of the heroic sacrifices of youthful patriots of France with Uncle Sam's boys at the front. 191 p. col. front. col. pls. D. (Children of France ser.) [c. '21] Phil., Altemus 75 c.

Sanderson, Ezra Dwight

Insect pests of farm, garden and orchard; 2nd ed., rev. and enl., by Leonard Marion Peairs. 6+707 p. (3 p. bibl.) il. O [c. '21] N. Y., Wiley \$4.50 n.

Sedgwick, Henry Dwight

Marcus Aurelius; a biography told as much as may be by letters; together with some account of the stoic religion and an exposition of the Roman government's attempt to suppress Christianity during Marcus's reign. 309 p. (6 p. bibl.) front. (por.) O c. New Haven, Conn., Yale Univ. Press \$2.75 n.

Partial contents: The founders of Stoicism; Boyhood and youth; Letters between friends; The Emperor Marcus at Rome; The Roman attitude toward Christianity; The Policy of the Government.

Instructions for care of archives in the Connecticut state library. 14 p. O (Bull. no. 8) '20 Hartford, Conn., State Library pap. gratis

Racine, Samuel Frederick

Practical problems graded; series "A," "B," "C," and "D" [4 v.] various paging Q. (Accounting students' ser.) c. Seattle, Wash., The Western Institute of Accountancy, Commerce and Finance pap. \$2

Roback, Abraham Aaron

Roback mentality tests for superior adults. 24 p. Q c. '20 Dorchester, Mass. [Author], 17 Wentworth St. pap. 50 c.

Scroggs, Joseph Whitefield, ed.

Shall the policy of government price-control be adopted in the United States?: facts and arguments on both sides. 110 p. O (Bull., new ser. no. 204; Extension no. 59) '20 Norman, Okl., The University of Oklahoma pap. 10 c.

Singer, Charles, ed.

Studies in the history and method of science; v. 2; [containing 15 monographs on various topics.] 22+559 p. il. pls. (part col.) O '21 N. Y., Oxford Univ. Press \$24 n.

Seton, Ernest Thompson

The preacher of Cedar Mountain. 9+426 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Sewell, Mrs. Anna

Black Beauty; the autobiography of a horse; [il. with scenes from the photoplay.] 244 p. front. pls. D (Popular copyrights) N. Y., Grosset & Dunlap \$1

Seymour, St. John D.

The Puritans in Ireland; 1647-1661; [an ecclesiastical history of Ireland.] 14+240 p. O '21 N. Y., Oxford Univ. Press \$6.25

Starling, Sydney George

An introduction to technical electricity. 181 p. tabs. il. diagrs. D (Life and work ser.) '21 N. Y., Macmillan \$1.40 n.
A book of practical instruction.

Stone, Herbert

A guide to the identification of our more useful timbers; being a manual for the use of students of forestry. 51 p. pls. O '20 N. Y., Macmillan pap. \$3 n.

Partial contents: Broad-leaved trees; Conifers; Keys to woods of broad-leaved trees; Key to coniferous woods.

Taylor, F. W.

A first grammar of the Adamawa dialect of the Fulani language [Fulfulde.]; [The language of a Nigerian tribe.] 135 p. O '21 N. Y., Oxford Univ. Press \$4.75

Thurston, Mrs. Katherine Cecil [Mrs. Ernest Temple Thurston]

The masquerader; a novel, il. with scenes from the photoplay. 327 p. front. pls. D (Popular copyrights) [c. '04] N. Y., Grosset & Dunlap \$1

Timaeus, pseud.

The science of cosmic vibration; first steps; written for those who are ready for a spiritual awakening; with an inspired poetical addenda, the philosophy of Maai. 46 p. front. (por.) chart il. T '21 N. Y., O'Malley's Bk. Store, 336 Columbus Ave., [Ag'ts] 50 c.

Tucker, Alexander Lauzun Pendock

Sir Robert G. Sandeman; peaceful conqueror of Baluchistan. 64 p. front. (por.) map D (Pioneers of progress; empire builders) '21 N. Y., Macmillan \$1 n.

The story of the military achievements of a representative of Great Britain on the Indian Frontier from 1856 until 1892.

Town of Concord, Massachusetts, directory; 1921 ed.; [a resident and business directory] 130 p. fold. map O c. Bost., H. Howard, 412 Old South Bldg. \$3.50 n.

Town, Clara Harrison

Analytic study of a group of five- and six-year-old children; [foreword by Bird T. Baldwin.] 87 p. (1¼ p. bibl.) tabs. charts O (Univ. of Iowa studies, v. 1, no. 4; first ser. no. 48, May 1, 1921) Iowa City, Ia., Univ. of Iowa pap. 50 c.

United States Steel Corporation

Bulletin no. 8; [a pictorial review of the welfare work among the employees of the U. S. Steel Corporation, in various cities of America.] 95 p. front. (facsm.) pls. pors. Q '20 N. Y., United States Steel Corp., Bu. of Safety, Sanitation and Welfare pap. gratis

Tufford, Henry Horace

The tire business answered; 2,250 questions and answers on the complete tire business. 471 p. il. D [c. '21] Minneapolis, Minn., Dunwoody Institute Press \$2.50

Ward, Charles Henshaw

Workways for theme-building. 70 p. S [c. '20] Chic., Scott, Foresman pap. 25 c.

Warner, Frances Lester

Pilgrim trails; a Plymouth-to-Provincetown sketchbook; with drawings by E. Scott White. 47 p. front. pls. O [c. '21] Bost., The Atlantic Monthly Press bds. \$1.75 n.
Contents: Plymouth Towne; Alden and Standish; Winslow's "Great Lot"; The Cape.

Wentworth, George, and Smith, David Eugene

School arithmetics; bk. 1. 281+16 p. D (Wentworth-Smith mathematical ser.) [c. '19-'20] Bost., Ginn 72 c. n.

School arithmetics; bk. 2. 298+16 p. il. D (Wentworth-Smith mathematical ser.) [c. '19-'20] Bost., Ginn 76 c. n.

School arithmetics; bk. 3. 6+346+19 p. il. D (Wentworth-Smith mathematical ser.) [c. '19-'20] Bost., Ginn 92 c. n.

White, Mrs. Grace Miller

The shadow of the sheltering pines; a new romance of the Storm country. 314 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

White, Stewart Edward

The killer; [and other stories.] 346 p. col. front. D (Popular copyrights) '20 c. '19-'20 N. Y., Grosset & Dunlap \$1

Williams, Ben Ames

Evered. 217 p. D [c. '21] N. Y., Dutton \$2 n.

A story of the New England countryside.

Williams, Sidney James, comp.

The atomic code; [vocabulary about 7,000 words each coding in 4 letters; with 2 link cyphers for conjugating the verbs, changing adjectives to adverbs, or interpolating pronouns, etc.; figures without limit are covered in 3 ways; special tables covering sterling, currencies, quantities, percentages, decimals and dimensions.] 120 p. D [c. '21] N. Y., Arthur Mountain & Co., 111 Liberty St. \$10 n.

University of Oxford

First supplement to the Historical register of 1900; containing a complete record of University honours and distinctions for the years 1900-1920. 335 p. O '21 N. Y., Oxford Univ. Press \$4.75

Weidensall, Robert

The volunteer extension movement of the Young Men's Christian Assn. 20 p. S [c. '21] N. Y., Assn. Press pap. 15 c.

Woodward, Frank Ernest

The Erskine family of Bristol, Maine. 31 p. O '20 Wellesley Hills, Mass. [Author] pap. \$2 n.

Yunker, Truman George

Revision of the North American and West Indian species of cuscuta. 141 p. il. pls. Q (Illinois biological monographs, v. 6, nos. 2-3) c. Urbana, Ill., Univ. of Illinois pap. \$2 n.

The Publishers' Weekly

62 West 45th Street, New York

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Write early as the list is printed only for advance orders and cannot be furnished in quantities after July 15th.

The Publishers' Weekly

Rare Books, Autographs and Prints

IN the appraiser's inventory of the estate of Henry C. Frick, the Persian rug on the library floor was valued at \$10,500, other library furnishings at \$270,500, the porcelains used for decorations at \$357,000, the paintings on its walls at \$690,000, or a total of \$1,328,000. The collection of art books and general literature was placed at \$3,049. Just why the room should have been called a library is not apparent.

A year ago the first White House of the Confederacy at Montgomery, Alabama, was purchased by the State and an annual appropriation of \$5,000 was made for its maintenance as a Confederate library and museum. Books, autograph letters and documents, pictures, furniture and other family heirlooms were contributed by Mrs. Jefferson Davis in 1896 when she broke up her home in Beauvoir, Miss., and other relics were presented by her daughter, Mrs. J. A. Hays, after Mrs. Davis's death. The old home is soon to be formally opened to the public under the auspices of the White House Association of Montgomery.

Two volumes of uncollected prose and poetry of Walt Whitman, collected and edited by Professor Emory Holloway who has had access to manuscripts and other material formerly in the hands of Whitman's executors Harned, Traubel, and Bucke, a substantial part of which is now in the Library of Congress, will be published by Doubleday, Page & Company. The volumes will contain all of Whitman's magazine and newspaper articles, including the "Brooklyniana" complete, beside manuscript note-books and the full manuscript of "Franklin Evans," the temperance novel which Whitman wrote for the *New York World*.

At an autograph sale held by Stan V. Henkels in Philadelphia May 27 the preferences of American collectors was responsible for some very illuminating figures. A parchment of Louis XIII, King of France, sold for \$1; another parchment signed by Louis XIV, \$3.75; a Papal brief in Latin by Pope Clement IX, dated 1669, 50 cents; the signature of Napoleon Bonaparte, \$6. More substantial prices were paid for documents concerning the American Revolution, particularly those dealings with Pennsylvania history. A collection of papers relating to the mutiny in the Pennsylvania line in the Revolution was purchased for the Historical Society of Pennsylvania for \$320, and an essay by Benjamin Franklin on hygrometers realized \$270. Evidently the American market is not a particularly good one for the autographs of European kings and emperors.

Two groups of extra-illustrated books of unusual merit, both in important sales, were sold during the season now ending. The first, concerning New York, was made by the late

William Loring Andrews, containing only the finest and rarest prints and brought together and bound with the greatest care in all details. The second, on art subjects, was bought in England by the late Frederic R. Halsey and reached this country shortly after his death. The merit of these books and the reputation of their owners doubtless added materially to the prices which they brought and yet they realized less than one-half of their cost. The sales of extra-illustrated books at auction for the last thirty-five years has resulted almost invariably in disappointment.

The cleaning, repairing and perfecting of soiled, damaged and incomplete rare books, which was so extensively practiced in London before the war, has been resumed with greater activity than ever before. The high prices which rarities are bringing makes this work of restoration very profitable. The books come from the binders with scarcely a trace of their former defects; the restored book is frequently a thing of beauty and makes a strong appeal to the eye. But the collector should be very cautious in paying high prices for them. The tendency of collectors for a long time has been steadily growing in favor of rarities as near as possible in the condition when originally published. The beauty of fine bindings and elegant tooling deceives few experienced collectors for they know exactly what it means. Dealers or collectors in England or America rebind only when necessary. For this reason, the rebound book is pretty sure to be a disappointment when it is sold in the auction room.

The entire collection of the literature and history of baseball gathered by the late Albert C. Spalding has been presented to the New York Public Library by his widow, Mrs. Elizabeth C. Spalding, and has been accepted. At the beginning of his interest and activity in base ball Mr. Spalding began collecting books, photographs, newspaper clippings, in short, everything concerning the history of the national game obtainable. To his printed material he added correspondence, official records, reports of sessions of organizations and manuscript memoirs of distinguished players. Some years ago he purchased a similar collection made by Chadwich, known as the father of base ball, especially important for its early material. Immediately after Mr. Spalding's death in 1915 various overtures were made to Mrs. Spalding for the purchase of the collection. All were declined and the collection has been presented to the New York Public Library as a memorial and also because it is believed that there it will be of the greatest use of the largest number and sure of appreciation and preservation.

Charles Sessler, of Philadelphia, rare book dealer, is confident that he has made a great discovery in London. At the sale of the li-

brary of Thomas Hutton of Birmingham, at Puttick & Simpson's rooms, Mr. Sessler bought a Second Folio of Shakespeare which had been locked up in a safety vault by the heirs of Hutton since about 1787. On examining it several days before the sale Mr. Sessler discovered pasted inside the beautifully bound volume a sheet of paper containing six lines of writing signed apparently by Shakespeare. Above this was a note in the handwriting of Hutton, dated May 8, 1787, stating that this was an original part of a Shakespeare manuscript. The sheet of paper upon which the six lines were written bore a distinctive water mark of a hand and a star. Mr. Sessler immediately began an investigation of water marks used in making paper during Shakespeare's life and found that this water mark was used only during this period. Furthermore, a comparison of the signature with the signature to Shakespeare's will disclosed that they bore a striking similarity. After completing his investigation and being convinced of the genuineness of the manuscript, Mr. Sessler outbid British dealers and secured both the Second Folio and the manuscript. Mr. Sessler, it is reported, has sent the manuscript to this country for examination by Shakespearean scholars. It would seem, however, that the best course would have been to have established its authenticity before leaving England if this had been possible.

Kate Douglas Wiggin was recently the guest of honor of the Dickens Fellowship in Boston where she read her "Child's Journey with Dickens."

A series of letters written by Thomas Carlyle to his friend Miss Wilson has been discovered and will appear in *The Nineteenth Century and Later*.

The municipality of Bordeaux has just issued the fourth and final volume of its edition of Montaigne based upon the celebrated Bordeaux copy of the famous "Essais."

The modern library of Dr. Herman Seidler, of this city, including many first editions and desirable books of the last quarter of a century, many of which are now out of print, will be sold at the Anderson Galleries, May 26 and 27.

In commenting upon the long connection of Dr. Rosenbach and his family with bookselling and publishing, which began in 1785 immediately after the end of the Revolutionary War, *The Bookman's Journal* of London remarks: "In England, here, the land of traditions, where we think of America as a young country, there are few book firms that have that record."

The season at the Anderson Galleries has ended earlier than was generally expected. The last sale was held on May 31 when the library of Robert C. Wilkins of Washington, together with the "Frank Forester" collection of Warren E. Freeman of Boston, was sold. A copy of Michael Bryan's "Biographical and Critical Dictionary of Painters and Engravers,"

inlaid to folio, and extended to 21 vols. by the insertion of 1,800 prints, bound in calf, brought \$127; a set of the New England Historical and Genealogical Register, in 72 vols. cloth, Boston, 1847-1914, all of the original edition, said to be the finest set ever offered at auction, \$280; a collection of the first and other editions of William Henry Herbert ("Frank Forester") in 153 vols., including not merely his works which were published in book form but contributions to annuals and magazines as well, \$400. The entire sale realized \$3,282.15. On May 26 and 27 the modern library of Dr. Herman Seidler, of this city, consisting mainly of books published during the last quarter of a century, representing a very wide range of topics, including first editions and books now out of print, brought \$3,964.45. On May 23 the library of W. H. Cullimore of Baltimore, with additions, was sold bringing \$5,497.88. A set of Washington's "Writings," edited by Worthington C. Ford, 14 vols., half leather, New York, 1889, brought \$155; a portion of the autograph manuscript of Carlyle's "Frederick the Great," 15 folio pages, \$65; a collection of chap books containing 243 pieces in 67 volumes and including much unusual material, \$152.50; a set of Wilson's "Ornithology," 9 vols., royal 4to, Philadelphia, 1808-14, all first editions, \$230; an exceptionally fine copy of James Howell's "Proverbs" London, 1659, \$60. The bulk of these sales consisted of very ordinary books, but, nevertheless, the attendance was large, competition lively, and prices quite satisfactory. F. M. H.

Catalogs Received

Antiquarian, Historical and miscellaneous books purchased from the executors of the late Dr. W. D. Macray, F.S.A., Fellow of Magdalen College. (No. 173; Items 1292.) B. H. Blackwell, Ltd., 50 Broad Street, Oxford, England.

Books dealing with the history, topography and antiquities of Scotland, Ireland and Wales. (No. 175; Items 691.) B. H. Blackwell, Ltd., 50 Broad Street, Oxford, England.

Books—rare, curious, Masonic and miscellaneous. (No. 62; Items 299.) John Metcalfe-Morton, 1 Duke Street, Brighton, England.

Rare and interesting books comprising Americana, Bewick, Science, and interesting selections from a choice sporting library recently purchased. (No. 3; Items 1062.) William H. Robinson, 4 Nelson St., Newcastle-upon-Tyne, England.

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The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

The "A. L. P.," 29 East 28th Street, New York
American Journal of the Medical Sciences, August, 1920.
Botanical Abstracts, vols. 1 and 2.

American Baptist Pub. Society, Kansas City, Mo.
Complete Set of Pulpit Commentary.
Biblical Illustrator, complete set Old Testament, good condition.

American Baptist Publication Society, St. Louis, Mo.
Science and Christianity, by F. Bettex.
Acts of Holy Spirit, by Pierson.
Biblical Illustrations, gen. vol. 11.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Professional Paper, No. 46, Geological Survey, Louisiana and Arkansas, Veatch.
Volumes 11 and 25 Warner's Library of Literature in gray cloth binding.

D. Appleton & Co., 29-35 W. 32d St., New York
Mrs. Harry St. Johns.

William M. Bains, 1213-15 Market St., Philadelphia
Stories of Famous Songs by Fitzgerald, 2 vols., Lip-pincott.
Margaret Fuller, Women of Nineteenth Century, pub. Roberts.

Nordan, Conventional Laws of Our Civilization.
Haldemann, Affixes of the English Language.

W. Ballantyne & Sons, 1409 F St., Northwest,
Washington, D. C.
Stockton, Adventures of Capt. Horn.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
The Botanist, by Waterhouse, 1811.
Marco Polo, Bohn Lib.

C. P. Bensinger Code Book Co., 19 Whitehall St.,
New York

Universal Lumber Code.
Commercial Code, Ar.
Pocket Edition Western Union, Liebner's.
Any American-Foreign Language Code.

Book Shop of Glass Block Store, Duluth, Minn.
Log of the North Shore Club, two copies.
Pomegranates in the Kutcher edition, Oscar Wilde.

Charles L. Bowman & Co., 118 E. 25th St., New York
Ambroise Paré, by Paget.
Bernal Diaz, by Cunningham-Graham.

Brentano's, 5th Ave. and 27th St., New York

Girl from Nowhere, Reynolds.
Fire and Wine, Fletcher.
Dominant City, Fletcher.
Fool Gold, Fletcher.
Book of Nature, Fletcher.
Visions of the Evening, Fletcher.
Practical Graphology, Rice.
Student's Cotton Spinning, Nasmith.
Principles and Practice of Cotton Yarn Mfg., Winchester.
Piano Playing, Hofman.
The Rainbow, Lawrence.
His Private Character, Ross.
Penetration of Arabia, Hogart.
Balzac, Saltus.
Johannine Vocabulary, Abbott.
Queen Moo, Le Plongeon.
Lao Tse, Tas Teh King.
Ayesha, Haggard.
Wm. Geo. Ward and Oxford Movement.
Pigmies and Papuans, Wollerston.
Napoleon and Fair Sex, Masson.

Brentano's—Continued

Fidelity, Glaspell.
Years of Childhood, Aksakov.
Life and Letters of E. J. Peck, Peck.
Damnation of Theron Ware, Frederic.
Strangeway's Veterinary Anatomy.
Great Wet Way, Dale.
Days Near Rome, Hare.
Cities of Central Italy, Hare.
French Revolution and English Poets, Hancock.
Gold Fish Aquaria and Ferneries, Reed.
Ragnarok, Age of Travel.
Scandinavian Peasant Art.
Russian Peasant Art.
Archko Volume.
Life of Spinoza, Pollock.
Love's Pilgrimage.
Columbus, Ferdinand, Historie in Churchill Voyages (1744-1746).
Pinkerton, Voyages (1808-1814).
Coote, C. H., Remarkable maps of the 15th, 16th, and 17th centuries reproduced in their original size, 1894-97.
Harrise, H., Discovery of N. A.; a critical, documentary and historic investigation with an essay on the early cartography of New World, 1892.
Hulbert, A. B., Crown collection of photographs of American maps, 1600-1800, 5 vols., 1904-09.
Jomard, E. F., Monuments de la geographie, 1862.
Kohl, J. G., History of the discovery of the East Coast of N. A. in vol. 1 of the Documentary History of the State of Maine, 1869.
Markham, R., Life of Christopher Columbus, 1892.
Stevenson, E. L., Maps illustrating the early discovery and exploration of America, 1502-1530, 1906.
Weare, G. E., Cabot's Discovery of North America, 1897.
Cavendish, Laws of Piquet.
Diogenes Laertius, Lives of the Greek Philosophers.
Sir Thomas North's Translation of Plutarch's Lives.
Topographical Anatomy by Berry.

The Brick Row Book Shop, Inc., 104 High St.,
New Haven, Conn.

Kraepelin's Psychiatrie, Translated by Diefendorf.
Johnston, Connecticut, 1st edition.
F. Cushing, Zuni Folk Tales.
W. M. Davis, Essays on Physiography.
Murray Hjort, Depths of the Ocean.
Arnold, The Sea Beach at Ebb Tide.
Giekie, History of Geology.
Zittel, Text Book on Paleontology.

Bridgman's Book Shop, 108 Main St., Northampton,
Mass.

O'Donnell's Index to Shakespeare, Appleton.
Poems of John Donne, H. & M.
Verses of Susan Coolidge.
More Verses of Susan Coolidge.

Brookline Public Library, Brookline, Mass.

Tylor, E. B., Primitive Culture, 2 vols., American ed.

Campion & Company, 1316 Walnut St., Philadelphia
North American Birds Eggs, by Reed.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
Mason, Miranda of the Balcony.
Chateaubriand, Atala.
Atkinson, Thought Vibration.
Warner, Synopsis of Famous Books.
Warser, Biog. Dict. of Authors.

George M. Chandler, 75 E. Van Buren St., Chicago
Forlong, Rivers of Life, 2 vols., and Atlas.
Dumas, Illus. Library, limited ed., vol. 18.
Craig (Gordon), Towards a New Theatre.
Stoddard, Summer Cruising in So. Seas.
Lincoln, Letters, Bibliophile Soc., 1913.
Huneker, Mezzotints, 1st ed., 1899.

BOOKS WANTED—Continued**George M. Chandler—Continued**

Huneker, Chopin, 1st ed., 1900.
 Huneker, Philharmonic Soc. of N. Y.
 Huneker, Visionaries, 1st ed., 1905.
 Huneker, Egoists, 1st ed., 1909.
 Huneker, Ivory Apes and Peacocks, 1st ed., 1915.
 Huneker, Old Fogey, His Opinion, etc.
 Bowers (E. F.), Sleeping for Health.
 Patten, The Years Festivals.
 Aristotle, Politics and Economics, Bohn Liby.
 Intern'l Corr. School, Contractors' and Builders' Course.

The John Clark Co., 1486 W. 25th St., Cleveland, O.
 Conrad and Hueffer, The Inheritors.
 Hardy (Thos.), Book of the Words; The Three Wayfarers, a Pastoral Play, 1903.
 Index Kewensis, with the Supplements.
 New York Tribune, all before 1886 and a run from 1914 to date.
 New York Times, All before 1873, 1897 to May, 1908, 1914 to date.
 Saccardo's Great Book on Fungi.
 Arnold's Vital Records of Rhode Island, vols. 1, 4, 9, 12, 14, 15, 16, 17 and 19.
 Massachusetts Historical Society's Collections, 2nd series, vols. 5, 10, 3rd series, vols. 1, 9 and 10, 4th series, vols. 1 and 3.
 New York Historical Society's Collections, 1st series, vol. 5, 2nd series, vols. 3 and 4.
 Old South Leaflets, nos. 101 to the end.
 Prince Society Publication, Sir William Alexander and American Colonization.
 Smithsonian Contributions to Knowledge, vol. 2; vol. 24, pt. 2; vol. 27, pt. 2; vol. 34, pt. 2; vol. 25.

David B. Clarkson Co., 2535 South State St., Chicago
 Conquest of the Tropics, Adams.

Cole Book and Art Co., 123 Whitehall St.,
 Atlanta, Ga.

History of Napoleon, by Tom Watson.

Colesworthy Book Store, 66 Cornhill, Boston

The Sheet Anchor.
 Sam Lovell's Camp, by Robinson.
 Ships and Sailors of Old Salem.
 Black Phalanx.
 Children of the Abyss.
 Crimson Gondola.
 American Steam Engine, by Hawley.

Columbia University Library, New York

Jackson, A. V. W., Persia: Past and Present, latest edition, Macmillan, 1906.
 Murray, Gilbert, History of Ancient Greek Literature (Short histories of the literatures of the world). Latest edition, Appleton, 1903.
 J. W. Cross, Life of George Eliot, 3 volumes.
 Nufiez de Arce, El Haz de Leña, Holt.

Columbia University Press Bookstore, 2960 Broadway, New York

Turgenev, Poems in Prose.

Columbus Book Exchange, 16 E. Chestnut,
 Columbus, O.

Atherton, Patience Sparhawk.
 Littell's Genealogies Early Settlers Passaic Valley, N. J.
 George's Genealogical Tables.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
 James, Bostonians.
 House, Wild Flowers of New York.
 Hall's History of Auburn.

S. Cottlow, 1688 Third Ave., New York

Hampton Magazine, Jan. 1911.
 Collier's Weekly, May 14, 1910.

Dartmouth College Library, Hanover, N. H.

Armour, J. O., Private Car Lines and the People.
 Church, Early Lives of Charlemagne.
 Examination Questions in Drawing 1901-05, 1906-10.
 Freeman, Chief Periods of European History.
 Hinsdale, Horace Mann.
 Johnson, Battles and Leaders of the Civil War.

Dartmouth College Library—Continued

Shurter, Science and Art of Debate.
 Swank, Manufacture of Iron in All Ages.
 Vaill, Joseph, Memoirs.

Decker Bros., Lafayette, Ind.

Minerva's Manoeuvres, by Chas. Battell Loomis.

Denholm & McKay Co., Worcester, Mass.

The Orphan, Mulford, McClurg.

The Denver Dry Goods Co., Denver, Colo.

Mammals of the Adirondack Region, Clinton Hart Merriam.

The Public Library, Detroit, Mich.

Hain, Ludwig, Repertorium bibliographicum ad annum MD. 1826-38, 2 vols.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Bigelow, While Charlie Was Away.
 Zone Therapy, pub. Columbus, Ohio.
 Any Books illustrated by Kay Nielson.
 Ferguson's Poems.
 Pentateuch and Book of Joshua by Colenso.
 Farnham's Life, Adventures and Travels in Cal.
 Henty, In Greek Waters.
 Henty, Irish Brigade.
 Cody, English for Business and Commercial Correspondence.
 Life of George Mueller.
 Correspondence of Marie Bashkertseff.

Miss Blanche Dinkelspiel, 628½ S. First Street,
 Louisville, Ky.

A Handbook of Modern French Painting, by Eaton, published by Dodd, Mead & Co.; in good condition.

Dixie Business Book Shop, 140 Greenwich St.,
 New York

Community Development, Farrington.
 Bentley's Science of Accounts.
 Bentley's Corporate Finance and Accounting.
 International Exchange, Margraff.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Old or new books on Magic, Tricks, Toys, etc.

E. P. Dutton & Co., 681 Fifth Ave., New York

Annals of the Four Masters, with O'Donovan's Translation, 12 vols. or.
 Atkinson (W. W.), Mental Fascination, 1907.
 Ballads, Book of Favorite Modern Ballads, London, 1860.
 Buel, Heroes of Dark Continent.
 Cather (W.), Song of the Lark, 1st edition.
 Das Weib, by Plass-Bartels, in English.
 Fox (C. M.), The Irish Harpers.
 Goethe's Works complete in English, good edition.
 Goldsmith (Oliver), The Traveller, illus. by Birket Foster, London, N. D.
 Goldsmith (Oliver), Poetical Works, with illustrations by Absolon, Birket Foster, Harrison Weir, London, N. D.
 Hall, Ireland: Its Scenery, Character, History, 6 vols.
 Herbert (George), Poetical Works, illus. by Birket Foster, London, 1857.
 Hergesheimer, Gold and Iron, 1st edition.
 Irish Literature, 10 vols., ¾ morocco.
 Longfellow (H. W.), Hyperion, London, 1865, Poems, London, 1852.
 Kamasutra.
 Misunderstood, a novel.
 Montgomery (James), Poems, selected and edited by Robert Willmott, London, 1860.
 New England Stories by Butterworth, Perry and Phelps, pub. by Lotterofs, 1893 or earlier.
 New York Clipper, 1853 to 1865.
 National Police Gazette, 1878 to 1895.
 New York Clipper, before 1865.
 New York Graphic, any vols.
 Neill, History of Minnesota, 5th edition, 1883.
 Original Poems, illustrated by Wimperis, Barnes, Kennedy, London, 1868.
 Pollak (Robert), The Course of Time, illus. by Tennyson, London, 1857.
 Rhymes and Roundelays in Praise of Country Life, London, 1857.
 Robinson (W.), Alpine Flowers for Gardens.

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E. P. Dutton & Co.—Continued

Sexual Hygiene, pub. by the Clinic Pub. Co. of Chicago, Ill., 1901.
 Spencer (H.), Organism of Society.
 Shaw (Bernard), Back to Methuselah, 1st edition.
 Sigerson (Dr.), Bards of the Gael and Gall.
 Smythe, Pekingese.
 Sullivan (A. M.), Speeches from the Dock.
 Thomson (James), The Seasons, London, 1860.
 Touches of Nature by Eminent Artists and Authors, London, 1867.
 Vance, The Bronze Bell, 1st edition, 1909.
 White, Rev. L. B., ed. English Sacred Poetry of the Olden Time, London, 1864.
 Wordsworth, Wm., Poems Selected and Edited by Robert A. Wilmott.
 Whibley (C.), Book of Scoundrels.
 Zola (E.), Claude's Confessions, published by Peterson, Philadelphia.
 Huneker, Painted Veils.

Eau Claire Book & Stationery Co., Eau Claire, Wis.
 Skrine, Pastor Agnorum.

Emery, Bird, Thayer Dry Goods Co., 25 Madison Ave., New York

Where the Forest Murmurs, Sharp, Imp. Scribners.
 Mimes, by Marcel Schwob, Mosher.

George Engelke, 835 N. Clark St., Chicago

Catholic Encyclopedia.
 Howe, F. W., Wisconsin Experiment in Democracy.
 Hanish, O. Z., Health and Breath Culture.
 Hanish, O. Z., June Studies.
 Hanish, O. Z., Anyahita.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

F. W. Faxon Co., 83 Francis St., Boston, 17, Mass.
 National Geographic Magazine, Aug., 1904, \$1.00.
 Quarterly Journal of Economics, Feb., 1907, \$1.00.

Marshall Field & Co., Chicago

Superstition and Force, Lea.
 Inside the Ropes, Van Loan.
 Mississippi Bubble, Emerson Hough.
 House of Gladness, Allen.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia
 Colonial Mansions of Maryland and Delaware, by Hammond, Lippincott.

Short Critical History Architecture, Statham, 2 vols.
 The Lusiad, trans. by Burton.
 Aspects of Modern Study, Macmillan.
 Historical Mysteries, Andrew Lang.
 Jurgen: A Comedy of Justice, Cabell.

W. Y. Foote Co., 312 S. Warren, Syracuse, N. Y.
 Anatomy of Melancholy, Robt. Burton.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
 The Parochial Schools, Father Crowley.

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 Northeastern Reporter.
 Northwestern Reporter.
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 Southeastern Reporter.
 New York Supplement.
 Southern Reporter.
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 Southwestern Reports, Texas Cases only, 59 to 147.

Gardenside Bookshop, 270 Boylston St., Boston

Rabelais, unexpurgated ed.
 Iwain, Mark, Roughing It, 1st ed.
 Henley's Views and Reviews, Literature.
 Yonge, Col., The Medici.
 Donnelly, Great Cryptogram, 1888.
 Van Nattan, Plants and Gardens of Malmaison, 1800.
 Bartram, W., Travels, 1790.

Ernest R. Gee & Co., 442 Madison Ave., New York

Rolf, Sub-Tropical Gardening.
 Dickens' Letters to Maria Beadle, Bibliophile Soc.
 Murray's Dictionary.
 Grimm's Deutsches Wörterbuch.
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 Goethe, Poems and Ballads, early Bohn ed., clean sheets.
 Famous Affinities of History, Harper.
 Vespucci, Life and Voyages, C. E. Lester and A. Foster.
 Bartlett's Quotations, India paper ed., for rebinding.
 Vanderpool, Problems of Color.
 Alastair, volume of Drawings in color.

J. K. Gill Co., Third and Alder Sts., Portland, Ore.

R. Wright, Dodge City, the Cowboy Capitol, pub. by Shakespeare Press.
 Life of G. L. Wharton, Elma R. Wharton.
 Scots Poems, Fergusson.
 Two Babylons, Hyslop.
 Bronson, Red Blooded.
 Gerrish-Anatomy.
 Beardsley, Under the Hill.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

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 Benson, Catalog of Etchings.
 Durham, Conn., History of.
 Green, At Actors' Boarding House.
 Hawthorne, Hildegard, Lure of the Garden.
 Hind, History Etching and Engraving.
 Jackson, Letters to a Young Physician.
 James, William, 1st eds., Pragmatism; Talks to Teachers; Varieties Religious Experience; Will to Believe.

Leffingwell, Alcop, Mystery of Bar Harbor, 1887.
 Lodge, H. C., Best of World's Classics, 10 vols., Funk & Wagnalls.
 Mabie, Work and Culture.
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 Mass. Register and U. S. Calendar, 1782, 1798, 1800.
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 New England Water Works Assoc., Journal, vol. 2, no. 2, 1887-8; vol. 11, no. 4, 1896-7, Boston.
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Obenchain, Handwoven Coverlets, Little, Brown.
 Orange Co., N. Y., Histories of, by Eager; Headley; Ruttenber, 1875.
 Rosen, Rev. Peter, Pa-Ha-Sa-Pah, or Black Hills of S. D.
 Royce, Josiah, World and Individual, vol. 2, 1st ed.
 Steel, Robt., One Man, Kennerley.
 Tallent, Black Hills.
 Tallentyre, Friends of Voltaire.
 Wharton, Edith, Ethan Frome, 1st ed.
 Wilkes, Expedition Atlas.
 Wilson, H. L., Ruggles of Red Gap, 1st ed.
 Winter Wm., Other Days.
 Genealogies: Bartholomew, 1885; Bostwick, 1901; Burt, 1892; Cole, 1887; Earle gen.; Houston, 1882; Hunt gen.; Latham, 1873; Moffatt genealogies; Morrison, 1880; Severance, 1893.

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Madison Grant, Passing of the Great Race.

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In the Strange South Seas, Grimshaw.
War and Creative Impulse, Plowman.
Nordensköld's Book on the Nesa Verde, in English.
The Caravaners, Arnim.
The Heel of Achilles, Delafield.
Charles First, Gardiner.
Law and Outlaw, Sidgwick.
English Furniture—Age of Oak.
History of Greece, Botsford.
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Young, H. B., Handbook of the Christian Religion.

Harvard Co-op. Soc., Harvard Sq., Cambridge, Mass.
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American Institute of Mining and Metallurgical Engineers, Proceedings, vols. 51, 52 and 53, bound in three-quarter Morocco.

D. C. Heath & Co., 231 W. 39th St., New York
From Yauco to Las Marias, K. S. Herrman.

Himebaugh & Browne, 471 Fifth Ave., New York
Princess Cassamisma, James, Henry.
Emerson Essays, 1st ed., 1st series.
Car Builder's Dictionary, pub. Simmons-Boardman.
G.I.-O's Fast Computing Table, pub. George W. Glick, J. H. Nichols.
Eaton's Birds of N. Y., 2nd vol.
Hochschild, Kohn, Howard & Lexington, Baltimore

The Book of Daniel Drew, Bouck White.
Star Spangled Banner, Centenary ed., pub. in Baltimore in 1915.
Household of Peter.
Sunny Side of Hill, Carey.
Curse of Castle Eagle, Katherine Tyron.
Confessions of a Macedonian Bandit, A. Sonneschin.
Rodman the Keeper, Woolson.
How to Play Baseball.
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Prose Tales by Poe, Raven ed., vol. 5, pub. by Lamb.
Sur D'Leau, DeMaupassant, in English, unexpurgated.

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Herter, Infantilism.

Housley's Bookstore, 1028 Broadway, San Diego, Cal.
Martyrdom for Man, Winwood Reed.

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J. B. Hulst, 1049 Bates St. S. E., Grand Rapids, Mich.
George Adams Smith, Historical Geography of the Holy Land.
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F. W. Boreham's books.

H. R. Hunting Co., Myrick Bldg., Springfield, Mass.
McIntosh, Little I Saw in Cuba.

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A Year of Encharists, Suggestions for Prayer in Preparation and Thanksgiving for Holy Communion, London.

Illinois Book Exchange, 202 S. Clark St., Chicago
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Lorimer Institutes of Law, 1880.
Yale L. J., vols. 1 to 16.

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Mastery Series, in French, vol. 2, pub. Appleton.

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Edwin Drood, Cont. by Wilkie Collins.
Jersey City Free Public Library, Jersey City, N. J.
Architecture, January, 1921.

E. W. Johnson, 27 Lexington Ave., New York
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Eaton's Book on Pigeons.
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Hearn, Lafcadio, 1st ed.

Kansas City Book Ex., 715 Main, Kansas City, Mo.
Decorative Textiles, Hunter, 2 copies.

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Ballads and Rondeau, ed. G. White.

Charles E. Lauriat Co., 385 Washington St., Boston
Rudyard Kipling, by Le Gallienne.
Imaginary Portraits, Pater Lib. ed., octavo, 1910.
St. Ives, Stevenson, Thistle ed.
Sketches, Stevenson, Thistle ed.
Wright's Life of Richard Burton, 2 vols.
Neumann, Arthur, Elephant Hunting in East Equatorial Africa.
Gilchrist, Life of Wm. Blake, ed. Robertson Lane.
Guide to Reading in Social Ethics and Allied Subjects, Harvard Univ.
Gunmore, Germanic Origins.
Hall, Immigration and Its Effect Upon U. S., Holt.
Hardy, Poems of Past and Present, Harper.
Hereford, Handbook of Greek Verse, Longmans.
Hobhouse, Morals in Evolution, Holt.
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 Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
 Great Operas for Young People, Pendergast, Stokes.
 Leary, Stuart & Co., 9 S. 9th St., Philadelphia Vol. XX (Tale of Two Cities), large paper ed. of Dickens' Works, Houghton Mifflin Co., pinkish-red art cloth binding.

Liberty Tower Book Shop, 55 Liberty St., New York Nietzsche the Thinker, Saltus.

Library of Congress, Order Div., Washington, D. C.
 Chandler, Trial of Jesus, Lawyer's Standpoint, Empire Pub.

C. F. Liebeck, 859 E. 63rd St., Chicago

The Master of Tanagra, Wildenbruck.
 Lessons from Greek Poetry, Huddliston.
 Aspasia, Hamerling.
 Sabin's Dictionary, Americana, any parts.

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 Better Meals for Less Money, Green, Holt.
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 Set of Hawthorne.

Louisville Free Public Library, Louisville, Ky.
 Lincoln. Anecdotes of Abraham Lincoln and Lincoln Stories, ed. by J. B. McClure and Chic Rhodes.

Lowman & Hanford Co., Seattle, Wash.

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McDevitt-Wilson's, Inc., 30 Church St., New York
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 Canadian Bank Practice.
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Jackson, Elementary Electricity and Magnetism.
 Cabell, Line of Love.
 Cabell, Gallantry.
 Cabell, Eagle's Shadow.
 Back Numbers Journal of Chemical Society, London, with abstracts.
 Chemisches Centralblatt, back numbers to 1870 or earlier.

U. S. D. A. Entomological Bulletin, no. 4.
 Gilbert Parker, Translation of a Savage.
 Haggard, Queen Sheba's Ring.
 Haggard, Spirit of Bombaste.

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Rogers' Journal, Albany, Munsell.

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 Spalding, M. J., Works of Misc., Knownothingism and Colonial Blue Laws.
 Bishop England's Works, revised by Messmer.

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Aerial Age, October 18, 1920.
 Cosmopolitan, July, August, 1903, or vol. 35.
 Education, January, 1909.

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Engineering and Contracting, December 17, 24, 31 1919.
 Everyman's, London, December 15, 22, 29, 1916; July 6, 1917.
 Everybody's, vol. 34.
 Good Housekeeping, July, 1917.
 Journal of Accountancy, vol. 1, no. 1, 3, 4, 6; vol. 2, no. 1, 2, 3.
 Journal of Geography, vol. 1, no. 7, 8, 9; vol. 2, no. 7, 8, 9, 10; vol. 3, no. 8.
 Independent, August 2, 1913.
 Industrial Arts Magazine, Index of vol. 9.
 Kindergarten Primary Magazine, October, 1916.
 Ladies' Home Journal, November, 1916.
 Library Assistant, April, November, 1919.
 Munsey, February, 1897, or vol. 16.
 Nature Study Review, December, 1912.
 New England Magazine, January, 1917.
 Overland Monthly, October, 1920.
 Plant World, September, 1906; February, 1910.
 Popular Astronomy, February, 1920.
 Railway and Mechanical Engineer, November, 1918.
 Science Progress, no. 49.
 Sphere, November 16, 1918.
 Woman's Home Companion, February, 1920.

Newbegin's, San Francisco, Cal.

Brady, Chalice of Courage, 2 copies.
 Chambers, Common Law.

N. Y. Medical Book Co., 231-4th St., Union Hill, N.J.
 19th International Congress of Americanists, Washington, 1915.

New York State Library, Albany, N. Y.

Grimshaw, Beatrice F., In the Strange South Seas. 1907.
 Allen, Evolution of Governments and Laws, 1916.
 Farjanel, Through the Chinese Revolution, 1916.
 Fergusson, Adventure, Sport and Travel on the Tibetan Steppes, Scribner.
 Hopkins, India Old and New, Yale.
 Johnson, Art of Thomas Hardy, 1894.
 Tocqueville, Democracy in America, 2 vols., Century Co., 1898.
Norman, Remington Co., Charles St. at Mulberry, Baltimore
 Huneker, Painted Veils, Boni & L.
 Freemantle, Crisis of Confederacy.
 Rudeaux, How To Study Stars.
 Todd, Stars and Telescopes.
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 Cabaton, Java and Sumatra.
 Major Oper. of Navies War of Amer. Indep.
 Guizot, Hist. of France, 8 vols., Eng. ed. only.
 Johnston, Church Chests, etc.

Ernest Dressel North, 4 E. 39th St., New York

Abbott, Browning and Meredith, Boston, 1905.
 Adams, Albert Gallatin.
 Adams, H., St. Michel and Chartres, 1st ed.
 Adams, History of U. S., 9 vols., Scribner.
 Addison, Boston Museum of Fine Arts.
 Aldine, Butler, Churchill, Chaucer, 1st issues.
 Athenian Society Publications.
 Austen, Pride and Prejudice, 1813; Sense and Sensibility, 1811.
 Barbauld, Hymns in Prose, 1781.
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 Clay, A. L. S., Clemenceau, Foch.
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 Greenaway Almanacs.
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 Hind, Post Impressionist; Turners of Golder Vision.
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 Hutton, Loyalty.
 Irving, History of N. Y.; Sketch Book, 1832.
 Jackson, A. L. S.; Joffre.
 James, H., Rarer Items.
 Jennings & Johnson, Parliamentary Anecdotes.
 Johnson, Orig. Portraits of Washington, 1883.
 Johnson & Lincoln, A. L. S.
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 Moore, Gothic Architecture.
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 O'Connor, Good Gray Poet.
 Paasch, From Keel to Truck, 1885.
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- Half Hours with Jesus, Rev. J. T. Behrens.

Platonist Press, Box 42, Alpine, N. J.

- Lincoln, relics, letters, any mementos.

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- Charles T. Powner Co., 177 W. Madison St., Chicago**
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Peter Reilly, 133 N. 13th St., Philadelphia

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Riker's, 302 Eighth St., Des Moines, Iowa

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E. R. Robinson, 410 River St., Troy, N. Y.

- Life and Times of St. Paul, Epistles, S. S. Scranton.
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C. Everette Smith, 317 S. Hill St., Los Angeles, Cal.
 Strange, Sir Robert, Engraved Works of, folio.
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Psychological Phenomena of Christianity, by Cutten (Scribners).
 Psychology of Christian Life, Warner (Revell).
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 English Notes, Boston Daily Mail Office, 1842.

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Daft Days by Neil Munro.
 Principles of Written Discourse.

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Palm Tree, Kostaspotama.

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J. R. Weldin Co., 413-415 Wood St., Pittsburgh, Pa.George Chrystal, *Introduction to Algebra*.**Whitlock's Book Store, Inc., 219 Elm St., New Haven, Ct.**S. Smiles, *Relations Between Chemical Constitution and Physical Properties*.Dickens, Chaplin Hall, *Household Edition*, green clo.

Industrial Extension Institute, 12 vols

Illustrated Program of the Irish Convention, Feb. 22, 1919.

Ingram, *Rome and England*.Ingram, *Critical Examination of Irish History*.McCarthy, *Irish Land and Irish Liberty*.

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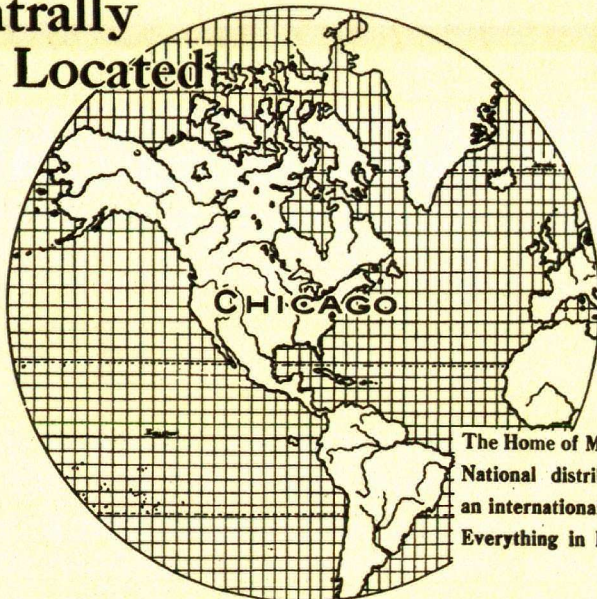
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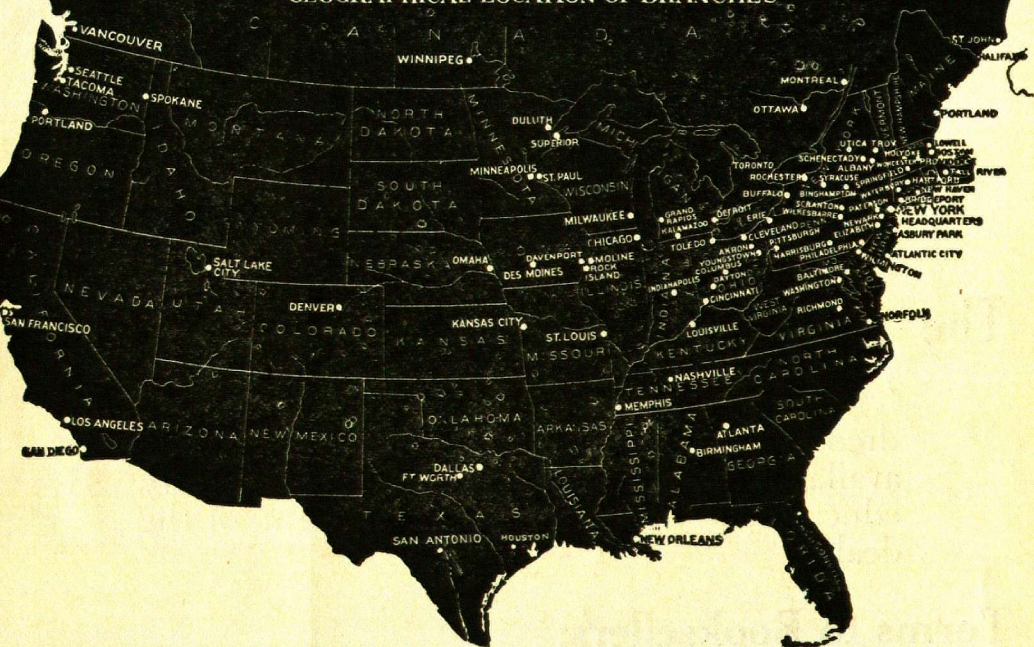
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